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1987 GOVERNMENT RELATIONS SURVEY

MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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A

1987 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY

FOR MANUFACTURERS

Product line(s) manufactured by your firm:

08.1 Building Materials

29.4 Hardware

27.9 Hand and Power Tools

04.6 Automotive, Toys and Sports

18.3 Lawn and Garden

17.8 Plumbing and Electrical

13.7 Paint and Sundries

09.6 Housewares

Annual volume of those product lines indicated above:

27.9 Under $5 million

16.2 $5-$10 million

22.3 $10-$25 million

14.7 $25-$50 million

17.8 Over $50 million

Number of employees:

38.1 Under 100

44.7 100-500

09.6 500-1,000

06.6 over 1,000

Union status:

13.7 Unionized

13.2 Partially unionized

36.5 No union

36.5 No Answer

1. Please enter your forecast for 1987 for the following economic indices (on a 12-month average basis) by percentage:

   03.4 % Inflation

   07.1 % Unemployment

   02.7 % Gross national product

   08.1 % Prime interest rate

2. How would you reduce budget deficits?

	Yes	No	Unsure
• Reduce spending on entitlement programs	86.6	06.7	06.7
• Reduce defense spending	63.6	26.2	10.3
• Selectively raise taxes (e.g. oil import fees)	63.0	28.1	08.9

MANUFACTURERS' SURVEY CONTINUED

3. How would you assess the Reagan Administration's policy regarding foreign imports?

04.1 Restrictive

65.5 Lenient

30.5 About right

4. What impact have imports had on your company's sales?

33.5 A significant impact

35.5 A growing impact

31.0 Minor or no impact at all

5. Assess the reasons for the increase in imports in the consumer hardlines industry.

	Very Important	Moderately Important	Not Important
• Price of imports	91.8	08.1	---
• Over-valued U.S. dollar	36.3	57.4	06.3
• Quality of imports	23.8	59.3	16.9
• Non-competitive U.S. labor costs	64.6	30.2	05.2
• Consumer acceptance of imports	39.6	54.2	06.3
• Unfair foreign trade practices	44.8	42.7	12.5

6. Please list three countries whose exports are the toughest foreign competition for your company or other domestic consumer hardlines producers:

1. Taiwan 84.4
2. Korea 54.3
3. Japan 53.2

MANUFACTURERS' SURVEY CONTINUED

7. What percentage of your company's raw materials, components, and finished products are produced overseas?

08.5 % Raw materials

05.7 % Components

07.5 % Finished products

8. Does your company currently export?

84.6 Yes 15.4 No

If "Yes," what percentage of your firm's total dollar sales are from exports?

05.3 %

9. Is your company forecasting higher export sales in 1987?

51.6 Yes 48.4 No

If "Yes," what is your estimate of the percentage increase of these sales?

16.7 %

10. If Canadian tariff and non-tariff barriers were eliminated, would you anticipate an increase in sales to Canada?

75.3 Yes 24.7 No

If "Yes," how large an increase? 34.4 %

11. What has been the trend of your company's export sales in 1986 compared with the past few years?

07.3 Significant increase

29.8 Slight increase

34.8 Stable

12.9 Small decline

15.2 Significant decline

12. What percentage of your export sales are made to Canada? 31.1 %

MANUFACTURERS' SURVEY CONTINUED

13. Did your company initiate legal action to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer in 1986?

18.3 Yes 81.7 No

14. Has your company ever requested the Customs Service to inspect and/or seize a shipment of goods which it believed infringed on its trademark or patents?

11.2 Yes 88.8 No

15. From your own experience, is the law which requires imported finished products to be conspicuously marked with their country of origin being adequately enforced by the U.S. Customs Service?

31.7 Yes 68.3 No

16. Does your company place "Made in U.S.A." or similar designation on its products and packaging produced in this country?

Product	60.9 Yes	39.1 No
Packaging	75.0 Yes	25.0 No

17. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

14.1 Yes 85.9 No

18. Has your company's product liability insurance premiums increased in 1986?

90.2 Yes 09.8 No

If "Yes," estimate the percentage increase. 93.0%

19. Did your company experience difficulty in renewing this insurance?

42.6 Yes 57.4 No

MANUFACTURERS' SURVEY CONTINUED

20. Did your company's product liability coverage change in 1986?

Coverage:	Amount of Deductible:
29.8 Decreased	43.4 Increased
70.2 No change	56.6 No change

21. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1987. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not important
#4 Need more information

	Very Important	Moderately Important	Not Important	Need More Information
1. Parental and disability leave	29.3	37.8	25.5	07.4
2. Double breasting	04.0	23.7	17.9	54.3
3. Occupational disease notification	20.0	36.2	24.9	18.9
4. Increase in minimum wage	30.2	33.3	32.8	03.7
5. Polygraph prohibition	10.9	22.4	55.2	11.5
6. Catastrophic health insurance	45.2	32.4	10.1	12.2

1987 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS
TABLE 1

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%
BUILDING MATERIALS	16 8.1%	16 100.0%	6 10.3%	1 1.8%		3 8.3%	1 2.9%	3 11.1%	1 5.3%	2 3.6%	2 6.3%	3 6.8%	5 17.2%	4 11.4%	
HARDWARE	58 29.4%	6 37.5%	58 100.0%	6 10.9%	3 33.3%	6 16.7%	1 2.9%	4 14.8%	8 42.1%	13 23.6%	11 34.4%	11 25.0%	11 37.9%	11 31.4%	1 50.0%
HAND & POWER TOOLS	55 27.9%	1 6.3%	6 10.3%	55 100.0%	1 11.1%	7 19.4%		6 22.2%	3 15.8%	23 41.8%	6 18.8%	10 22.7%	7 24.1%	9 25.7%	
AUTOMOTIVE, TOYS & SPORTS	9 4.6%		3 5.2%	1 1.8%	9 100.0%		2 5.7%		2 10.5%	4 7.3%		1 2.3%	4 13.8%		
LAWN & GARDEN	36 18.3%	3 18.8%	6 10.3%	7 12.7%		36 100.0%	3 8.6%	1 3.7%	4 21.1%	13 23.6%	4 12.5%	9 20.5%	5 17.2%	5 14.3%	
PLUMBING & ELECTRICAL	35 17.8%	1 6.3%	1 1.7%		2 22.2%	3 8.3%	35 100.0%	1 3.7%	1 5.3%	5 9.1%	6 18.8%	9 20.5%	5 17.2%	10 28.6%	
PAINT & SUNDRIES	27 13.7%	3 18.8%	4 6.9%	6 10.9%		1 2.8%	1 2.9%	27 100.0%	4 21.1%	6 10.9%	5 15.6%	10 22.7%	2 6.9%	4 11.4%	
HOUSEWARES	19 9.6%	1 6.3%	8 13.8%	3 5.5%	2 22.2%	4 11.1%	1 2.9%	4 14.8%	19 100.0%	3 5.5%	4 12.5%	9 20.5%	2 6.9%	1 2.9%	
NO ANSWER	2 1.0%									1 1.8%					1 50.0%
SIGMA	257 130.4%	31 194.0%	92 158.5%	79 143.6%	17 188.8%	60 166.6%	44 125.9%	46 170.3%	42 221.2%	70 127.2%	38 118.9%	62 141.0%	41 141.2%	44 125.7%	2 100.0%

ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED
BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER $5 MILLION	55	2	13	23	4	13	5	6	3	55					
	27.9%	12.5%	22.4%	41.8%	44.4%	36.1%	14.3%	22.2%	15.8%	100.0%					
$5 - $10 MILLION	32	2	11	6		4	6	5	4		32				
	16.2%	12.5%	19.0%	10.9%		11.1%	17.1%	18.5%	21.1%		100.0%				
$10 - $25 MILLION	44	3	11	10	1	9	9	10	9			44			
	22.3%	18.8%	19.0%	18.2%	11.1%	25.0%	25.7%	37.0%	47.4%			100.0%			
$25 - $50 MILLION	29	5	11	7	4	5	5	2	2				29		
	14.7%	31.3%	19.0%	12.7%	44.4%	13.9%	14.3%	7.4%	10.5%				100.0%		
OVER $50 MILLION	35	4	11	9		5	10	4	1					35	
	17.8%	25.0%	19.0%	16.4%		13.9%	28.6%	14.8%	5.3%					100.0%	
NO ANSWER	2		1												2
	1.0%		1.7%												100.0%
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	99.9%	100.1%	100.1%	100.0%	99.9%	100.0%	100.0%	99.9%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

TABLE 3

NUMBER OF EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%
UNDER 100	75 38.1%	3 18.8%	21 36.2%	26 47.3%	4 44.4%	12 33.3%	9 25.7%	10 37.0%	4 21.1%	50 90.9%	16 50.0%	8 18.2%	1 3.4%		
100 - 500	88 44.7%	11 68.8%	25 43.1%	22 40.0%	4 44.4%	18 50.0%	16 45.7%	13 48.1%	13 68.4%	4 7.3%	16 50.0%	34 77.3%	25 86.2%	9 25.7%	
500 - 1,000	19 9.6%	1 6.3%	7 12.1%	2 3.6%		4 11.1%	5 14.3%						2 6.9%	15 42.9%	2 100.0%
OVER 1,000	13 6.6%	1 6.3%	4 6.9%	4 7.3%	1 11.1%	1 2.8%	4 11.4%	4 14.8%	2 10.5%			1 2.3%	1 3.4%	11 31.4%	
NO ANSWER	2 1.0%		1 1.7%	1 1.8%		1 2.8%	1 2.9%			1 1.8%		1 2.3%			
SIGMA	197 100.0%	16 100.2%	58 100.0%	55 100.0%	9 99.9%	36 100.0%	35 100.0%	27 99.9%	19 100.0%	55 100.0%	32 100.0%	44 100.1%	29 99.9%	35 100.0%	2 100.0%

1987 AHMA GOVERNMENT RELATIONS SURVEY FOR MANUFACTURERS
TABLE 4

UNION STATUS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%
UNIONIZED	27 13.7%	4 25.0%	10 17.2%	6 10.9%		2 5.6%	3 8.6%	6 22.2%	5 26.3%	6 10.9%	3 9.4%	8 18.2%	6 20.7%	4 11.4%	
PARTIALLY UNIONIZED	26 13.2%	2 12.5%	5 8.6%	10 18.2%	1 11.1%	8 22.2%	5 14.3%	5 18.5%	2 10.5%	3 5.5%	1 3.1%	7 15.9%	4 13.8%	11 31.4%	
NO UNION	72 36.5%	4 25.0%	23 39.7%	22 40.0%	5 55.6%	14 38.9%	11 31.4%	9 33.3%	5 26.3%	26 47.3%	14 43.8%	14 31.8%	6 20.7%	11 31.4%	1 50.0%
NO ANSWER	72 36.5%	6 37.5%	20 34.5%	17 30.9%	3 33.3%	12 33.3%	16 45.7%	7 25.9%	7 36.8%	20 36.4%	14 43.8%	15 34.1%	13 44.8%	9 25.7%	1 50.0%
SIGMA	197 99.9%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 99.9%	19 99.9%	55 100.1%	32 100.1%	44 100.0%	29 100.0%	35 99.9%	2 100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	185 100.0%	12 100.0%	53 100.0%	53 100.0%	8 100.0%	34 100.0%	33 100.0%	26 100.0%	18 100.0%	50 100.0%	31 100.0%	43 100.0%	25 100.0%	34 100.0%	2 100.0%
.0%	1 .5%				1 12.5%					1 2.0%					
1.0%	3 1.6%		2 3.8%	1 1.9%		2 5.9%					1 3.2%	1 2.3%		1 2.9%	
1.7%	1 .5%		1 1.9%											1 2.9%	
2.0%	21 11.4%	1 8.3%	4 7.5%	4 7.5%		5 14.7%	5 15.2%	2 7.7%	4 22.2%	5 10.0%	5 16.1%	3 7.0%	4 16.0%	4 11.8%	
2.4%	1 .5%						1 3.0%						1 4.0%		
2.5%	7 3.8%		1 1.9%	3 5.7%		2 5.9%	1 3.0%	2 7.7%	1 5.6%	2 4.0%	2 6.5%	3 7.0%			
2.7%	1 .5%					1 2.9%	1 3.0%			1 2.0%					
2.8%	1 .5%		1 1.9%										1 4.0%		
3.0%	68 36.8%	5 41.7%	24 45.3%	20 37.7%	3 37.5%	12 35.3%	9 27.3%	7 26.9%	6 33.3%	21 42.0%	11 35.5%	14 32.6%	9 36.0%	12 35.3%	1 50.0%
3.2%	2 1.1%		1 1.9%	1 1.9%						1 2.0%				1 2.9%	
3.4%	1 .5%						1 3.0%						1 4.0%		
3.5%	14 7.6%	1 8.3%	1 1.9%	3 5.7%	1 12.5%	3 8.8%	6 18.2%	2 7.7%	2 11.1%	2 4.0%	4 12.9%	6 14.0%		2 5.9%	
3.9%	1 .5%							1 3.8%		1 2.0%					

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
4.0%	41 22.2%	3 25.0%	9 17.0%	13 24.5%	1 12.5%	4 11.8%	9 27.3%	9 34.6%	2 11.1%	10 20.0%	5 16.1%	9 20.9%	6 24.0%	11 32.4%	
4.5%	3 1.6%			1 1.9%	1 12.5%			1 3.8%		1 2.0%		1 2.3%		1 2.9%	
4.6%	1 .5%		1 1.9%												1 50.0%
4.8%	1 .5%		1 1.9%								1 3.2%				
5.0%	11 5.9%	1 8.3%	5 9.4%	5 9.4%	1 12.5%	4 11.8%		1 3.8%	1 5.6%	3 6.0%	2 6.5%	4 9.3%	2 8.0%		
5.5%	1 .5%								1 5.6%			1 2.3%			
6.0%	2 1.1%	1 8.3%	1 1.9%			1 2.9%						1 2.3%	1 4.0%		
7.0%	1 .5%									1 2.0%					
9.9%	2 1.1%		1 1.9%	2 3.8%				1 3.8%	1 5.6%	1 2.0%				1 2.9%	
NO ANSWER	12	4	5	2	1	2	2	1	1	5	1	1	4	1	
BASE	185	12	53	53	8	34	33	26	18	50	31	43	25	34	2
MEAN	3.38	3.63	3.43	3.61	3.25	3.18	3.18	3.70	3.55	3.42	3.16	3.48	3.34	3.39	3.80
SIGMA	197 99.7%	16 99.9%	58 100.1%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 99.8%	19 100.1%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 99.9%	2 100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	176 100.0%	12 100.0%	50 100.0%	50 100.0%	8 100.0%	33 100.0%	32 100.0%	26 100.0%	17 100.0%	47 100.0%	28 100.0%	40 100.0%	25 100.0%	34 100.0%	2 100.0%
.0%	2 1.1%				1 12.5%	1 3.0%	1 3.1%			2 4.3%					
2.0%	1 .6%					1 3.0%				1 2.1%					
3.0%	1 .6%			1 2.0%	1 12.5%					1 2.1%					
4.0%	1 .6%								1 5.9%	1 2.1%					
5.0%	3 1.7%			1 2.0%			2 6.3%				2 7.1%			1 2.9%	
6.0%	11 6.3%	2 16.7%	2 4.0%			2 6.1%		5 19.2%		2 4.3%	5 17.9%	2 5.0%	1 4.0%	1 2.9%	
6.5%	4 2.3%			1 2.0%			2 6.3%	1 3.8%			2 7.1%	2 5.0%			
6.7%	2 1.1%		1 2.0%				1 3.1%						1 4.0%	1 2.9%	
6.9%	2 1.1%			1 2.0%				1 3.8%		1 2.1%				1 2.9%	
7.0%	88 50.0%	6 50.0%	27 54.0%	28 56.0%	2 25.0%	16 48.5%	14 43.8%	6 23.1%	11 64.7%	24 51.1%	9 32.1%	20 50.0%	14 56.0%	20 58.8%	1 50.0%
7.1%	2 1.1%			2 4.0%		1 3.0%		1 3.8%				1 2.5%	1 4.0%		
7.2%	5 2.8%	1 8.3%	3 6.0%	2 4.0%			1 3.1%	2 7.7%		1 2.1%	1 3.6%	2 5.0%		1 2.9%	
7.3%	1 .6%		1 2.0%										1 4.0%		

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
7.4%	3			1	1	1	1			1	1		1		
	1.7%			2.0%	12.5%	3.0%	3.1%			2.1%	3.6%		4.0%		
7.5%	18	1	5	7		4	4	5	4	4	2	7	2	3	
	10.2%	8.3%	10.0%	14.0%		12.1%	12.5%	19.2%	23.5%	8.5%	7.1%	17.5%	8.0%	8.8%	
7.8%	3			2				1				1	1	1	
	1.7%			4.0%				3.8%				2.5%	4.0%	2.9%	
8.0%	18	2	7	2	2	2	5	2		5	5	2	2	3	1
	10.2%	16.7%	14.0%	4.0%	25.0%	6.1%	15.6%	7.7%		10.6%	17.9%	5.0%	8.0%	8.8%	50.0%
8.9%	1					1								1	
	.6%					3.0%								2.9%	
9.0%	4		1		1		1	1			1	2	1		
	2.3%		2.0%		12.5%		3.1%	3.8%			3.6%	5.0%	4.0%		
9.9%	6		3	2		4		1	1	4		1		1	
	3.4%		6.0%	4.0%		12.1%		3.8%	5.9%	8.5%		2.5%		2.9%	
NO ANSWER	21	4	8	5	1	3	3	1	2	8	4	4	4	1	
BASE	176	12	50	50	8	33	32	26	17	47	28	40	25	34	2
MEAN	7.08	7.06	7.38	7.15	6.18	7.12	6.92	7.20	7.11	6.81	6.95	7.27	7.21	7.20	7.50
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	99.7%	100.0%	99.9%	100.0%	100.0%	100.0%	99.6%	100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	135 100.0%	9 100.0%	42 100.0%	42 100.0%	6 100.0%	22 100.0%	22 100.0%	21 100.0%	12 100.0%	29 100.0%	20 100.0%	34 100.0%	22 100.0%	29 100.0%	1 100.0%
.5%	2 1.5%				1 16.7%	1 4.5%					1 5.0%		1 4.5%		
.8%	1 .7%					1 4.5%						1 2.9%			
1.0%	3 2.2%	1 11.1%		1 2.4%	1 16.7%			1 4.8%	1 8.3%	3 10.3%					
1.2%	1 .7%					1 4.5%								1 3.4%	
1.5%	3 2.2%		1 2.4%	1 2.4%	1 16.7%		1 4.5%			1 3.4%		1 2.9%	1 4.5%		
2.0%	34 25.2%	1 11.1%	6 14.3%	14 33.3%	2 33.3%	7 31.8%	6 27.3%	4 19.0%	3 25.0%	7 24.1%	4 20.0%	12 35.3%	5 22.7%	6 20.7%	
2.1%	1 .7%						1 4.5%							1 3.4%	
2.2%	2 1.5%		1 2.4%				1 4.5%			1 3.4%				1 3.4%	
2.3%	1 .7%		1 2.4%											1 3.4%	
2.5%	21 15.6%	1 11.1%	11 26.2%	4 9.5%		1 4.5%	4 18.2%	5 23.8%	3 25.0%	1 3.4%	6 30.0%	4 11.8%	4 18.2%	6 20.7%	
2.6%	1 .7%							1 4.8%						1 3.4%	
2.7%	3 2.2%			3 7.1%						1 3.4%				2 6.9%	
2.8%	1 .7%			1 2.4%									1 4.5%		

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
2.9%	1 .7%							1 4.8%		1 3.4%					
3.0%	33 24.4%	6 66.7%	13 31.0%	12 28.6%		6 27.3%	4 18.2%	4 19.0%	2 16.7%	6 20.7%	3 15.0%	10 29.4%	7 31.8%	6 20.7%	1 100.0%
3.2%	1 .7%					1 4.5%							1 4.5%		
3.4%	1 .7%						1 4.5%				1 5.0%				
3.5%	5 3.7%		1 2.4%	2 4.8%				2 9.5%	1 8.3%	1 3.4%		3 8.8%	1 4.5%		
3.6%	1 .7%		1 2.4%								1 5.0%				
4.0%	15 11.1%		5 11.9%	3 7.1%	1 16.7%	3 13.6%	3 13.6%	2 9.5%	1 8.3%	6 20.7%	3 15.0%	2 5.9%	1 4.5%	3 10.3%	
4.5%	1 .7%		1 2.4%									1 2.9%			
5.0%	1 .7%						1 4.5%				1 5.0%				
6.0%	1 .7%					1 4.5%				1 3.4%					
9.9%	1 .7%		1 2.4%	1 2.4%				1 4.8%	1 8.3%					1 3.4%	
NO ANSWER	62	7	16	13	3	14	13	6	7	26	12	10	7	6	1
BASE	135	9	42	42	6	22	22	21	12	29	20	34	22	29	1
MEAN	2.73	2.61	3.00	2.77	1.83	2.65	2.74	3.04	3.16	2.77	2.83	2.63	2.57	2.85	3.00

(CONTINUED...)

TABLE 7-2

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	99.4%	100.0%	100.2%	100.0%	100.1%	99.7%	99.8%	100.0%	99.9%	99.6%	100.0%	99.9%	99.7%	99.7%	100.0%

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	168 100.0%	11 100.0%	48 100.0%	49 100.0%	8 100.0%	29 100.0%	30 100.0%	24 100.0%	16 100.0%	45 100.0%	25 100.0%	41 100.0%	22 100.0%	33 100.0%	2 100.0%
1.0%	1 .6%							1 4.2%			1 4.0%				
2.0%	1 .6%						1 3.3%				1 4.0%				
5.0%	2 1.2%		1 2.1%			1 3.4%				1 2.2%	1 4.0%				
5.5%	1 .6%	1 9.1%											1 4.5%		
5.6%	1 .6%							1 4.2%						1 3.0%	
6.0%	5 3.0%		2 4.2%	1 2.0%			2 6.7%			3 6.7%	1 4.0%	1 2.4%			
6.5%	2 1.2%	1 9.1%	1 2.1%				1 3.3%							2 6.1%	
6.8%	1 .6%						1 3.3%						1 4.5%		
7.0%	18 10.7%	2 18.2%	9 18.8%	5 10.2%		1 3.4%	3 10.0%	2 8.3%	1 6.3%	2 4.4%		7 17.1%	2 9.1%	6 18.2%	1 50.0%
7.2%	2 1.2%			1 2.0%			1 3.3%			1 2.2%		1 2.4%			
7.3%	1 .6%			1 2.0%				1 4.2%					1 4.5%		
7.5%	22 13.1%		1 2.1%	7 14.3%	2 25.0%	4 13.8%	6 20.0%	7 29.2%	3 18.8%	3 6.7%	3 12.0%	9 22.0%	5 22.7%	2 6.1%	
7.8%	1 .6%		1 2.1%				1 3.3%					1 2.4%			

(CONTINUED...)

Q.1- YOUR FORECAST FOR 1987 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
8.0%	49 29.2%	5 45.5%	17 35.4%	10 20.4%	1 12.5%	12 41.4%	3 10.0%	6 25.0%	9 56.3%	17 37.8%	4 16.0%	10 24.4%	7 31.8%	10 30.3%	1 50.0%
8.5%	9 5.4%		2 4.2%	4 8.2%	1 12.5%	1 3.4%	3 10.0%			1 2.2%	3 12.0%	1 2.4%	1 4.5%	3 9.1%	
9.0%	29 17.3%	1 9.1%	8 16.7%	12 24.5%	2 25.0%	6 20.7%	4 13.3%	3 12.5%	2 12.5%	11 24.4%	7 28.0%	3 7.3%	2 9.1%	6 18.2%	
9.5%	3 1.8%			1 2.0%	1 12.5%		2 6.7%			1 2.2%			1 4.5%	1 3.0%	
9.8%	1 .6%			1 2.0%		1 3.4%						1 2.4%			
9.9%	19 11.3%	1 9.1%	6 12.5%	6 12.2%	1 12.5%	3 10.3%	2 6.7%	3 12.5%	1 6.3%	5 11.1%	4 16.0%	7 17.1%	1 4.5%	2 6.1%	
NO ANSWER	29	5	10	6	1	7	5	3	3	10	7	3	7	2	
BASE	168	11	48	49	8	29	30	24	16	45	25	41	22	33	2
MEAN	8.04	7.72	8.05	8.34	8.61	8.28	7.75	7.71	8.09	8.20	7.86	8.10	7.86	8.01	7.50
SIGMA	197 100.2%	16 100.1%	58 100.2%	55 99.8%	9 100.0%	36 99.8%	35 99.9%	27 100.1%	19 100.2%	55 99.9%	32 100.0%	44 99.9%	29 99.7%	35 100.1%	2 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	194	16	58	54	9	35	34	27	18	54	31	43	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	168	16	52	50	7	28	27	22	15	46	25	40	26	30	1
	86.6%	100.0%	89.7%	92.6%	77.8%	80.0%	79.4%	81.5%	83.3%	85.2%	80.6%	93.0%	89.7%	85.7%	50.0%
NO	13		2	2	1	4	3	3	2	3	4	3	3		
	6.7%		3.4%	3.7%	11.1%	11.4%	8.8%	11.1%	11.1%	5.6%	12.9%	7.0%	10.3%		
UNSURE	13		4	2	1	3	4	2	1	5	2			5	1
	6.7%		6.9%	3.7%	11.1%	8.6%	11.8%	7.4%	5.6%	9.3%	6.5%			14.3%	50.0%
NO ANSWER	3			1		1	1		1	1	1	1			
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	195 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	35 100.0%	34 100.0%	27 100.0%	18 100.0%	55 100.0%	31 100.0%	43 100.0%	29 100.0%	35 100.0%	2 100.0%
YES	124 63.6%	10 62.5%	37 63.8%	42 76.4%	5 55.6%	26 74.3%	19 55.9%	16 59.3%	10 55.6%	39 70.9%	19 61.3%	24 55.8%	18 62.1%	24 68.6%	
NO	51 26.2%	6 37.5%	14 24.1%	7 12.7%	4 44.4%	5 14.3%	11 32.4%	7 25.9%	6 33.3%	12 21.8%	9 29.0%	16 37.2%	6 20.7%	7 20.0%	1 50.0%
UNSURE	20 10.3%		7 12.1%	6 10.9%		4 11.4%	4 11.8%	4 14.8%	2 11.1%	4 7.3%	3 9.7%	3 7.0%	5 17.2%	4 11.4%	1 50.0%
NO ANSWER	2					1	1		1		1	1			
SIGMA	197 100.1%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.1%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.2- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	192 100.0%	16 100.0%	58 100.0%	54 100.0%	9 100.0%	35 100.0%	33 100.0%	27 100.0%	18 100.0%	54 100.0%	32 100.0%	40 100.0%	29 100.0%	35 100.0%	2 100.0%
YES	121 63.0%	14 87.5%	35 60.3%	38 70.4%	6 66.7%	21 60.0%	20 60.6%	16 59.3%	12 66.7%	38 70.4%	18 56.3%	25 62.5%	17 58.6%	22 62.9%	1 50.0%
NO	54 28.1%	2 12.5%	20 34.5%	14 25.9%	2 22.2%	13 37.1%	8 24.2%	8 29.6%	3 16.7%	13 24.1%	11 34.4%	11 27.5%	10 34.5%	9 25.7%	
UNSURE	17 8.9%		3 5.2%	2 3.7%	1 11.1%	1 2.9%	5 15.2%	3 11.1%	3 16.7%	3 5.6%	3 9.4%	4 10.0%	2 6.9%	4 11.4%	1 50.0%
NO ANSWER	5			1		1	2		1	1		4			
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.1%	55 100.1%	32 100.1%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.3- HOW WOULD YOU ASSESS THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%
RESTRICTIVE	8 4.1%	1 6.3%	1 1.7%	3 5.5%		3 8.3%	2 5.7%		1 5.3%	3 5.5%	1 3.1%	3 6.8%		1 2.9%	
LENIENT	129 65.5%	11 68.8%	40 69.0%	41 74.5%	8 88.9%	21 58.3%	21 60.0%	14 51.9%	14 73.7%	41 74.5%	25 78.1%	26 59.1%	15 51.7%	21 60.0%	1 50.0%
ABOUT RIGHT	60 30.5%	4 25.0%	17 29.3%	11 20.0%	1 11.1%	12 33.3%	12 34.3%	13 48.1%	4 21.1%	11 20.0%	6 18.8%	15 34.1%	14 48.3%	13 37.1%	1 50.0%
SIGMA	197 100.1%	16 100.1%	58 100.0%	55 100.0%	9 100.0%	36 99.9%	35 100.0%	27 100.0%	19 100.1%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

TABLE 13

Q.4- WHAT IMPACT HAVE IMPORTS HAD ON YOUR COMPANY'S SALES?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
A SIGNIFICANT IMPACT	66	6	23	24	6	9	8	2	6	21	8	16	10	10	1
	33.5%	37.5%	39.7%	43.6%	66.7%	25.0%	22.9%	7.4%	31.6%	38.2%	25.0%	36.4%	34.5%	28.6%	50.0%
A GROWING IMPACT	70	1	20	22	1	16	15	8	7	15	11	14	10	19	1
	35.5%	6.3%	34.5%	40.0%	11.1%	44.4%	42.9%	29.6%	36.8%	27.3%	34.4%	31.8%	34.5%	54.3%	50.0%
MINOR OR NO IMPACT AT ALL	61	9	15	9	2	11	12	17	6	19	13	14	9	6	
	31.0%	56.3%	25.9%	16.4%	22.2%	30.6%	34.3%	63.0%	31.6%	34.5%	40.6%	31.8%	31.0%	17.1%	
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.1%	100.1%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	195 100.0%	16 100.0%	56 100.0%	54 100.0%	9 100.0%	35 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	43 100.0%	28 100.0%	35 100.0%	2 100.0%
VERY IMPORTANT	179 91.8%	14 87.5%	54 96.4%	52 96.3%	9 100.0%	31 88.6%	31 88.6%	23 85.2%	16 84.2%	52 94.5%	28 87.5%	40 93.0%	25 89.3%	32 91.4%	2 100.0%
MODERATELY IMPORTANT	16 8.2%	2 12.5%	2 3.6%	2 3.7%		4 11.4%	4 11.4%	4 14.8%	3 15.8%	3 5.5%	4 12.5%	3 7.0%	3 10.7%	3 8.6%	
NO ANSWER	2		2	1		1						1	1		
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
OVER-VALUED U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	190 100.0%	16 100.0%	56 100.0%	51 100.0%	9 100.0%	34 100.0%	34 100.0%	27 100.0%	19 100.0%	50 100.0%	32 100.0%	43 100.0%	28 100.0%	35 100.0%	2 100.0%
VERY IMPORTANT	69 36.3%	3 18.8%	15 26.8%	20 39.2%	4 44.4%	13 38.2%	14 41.2%	10 37.0%	6 31.6%	17 34.0%	10 31.3%	19 44.2%	10 35.7%	13 37.1%	
MODERATELY IMPORTANT	109 57.4%	13 81.3%	39 69.6%	26 51.0%	5 55.6%	19 55.9%	17 50.0%	16 59.3%	12 63.2%	29 58.0%	17 53.1%	22 51.2%	18 64.3%	21 60.0%	2 100.0%
NOT IMPORTANT	12 6.3%		2 3.6%	5 9.8%		2 5.9%	3 8.8%	1 3.7%	1 5.3%	4 8.0%	5 15.6%	2 4.7%		1 2.9%	
NO ANSWER	7		2	4		2	1			5		1	1		
SIGMA	197 100.0%	16 100.1%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.1%	55 100.0%	32 100.0%	44 100.1%	29 100.0%	35 100.0%	2 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	189	16	57	52	9	34	32	27	19	49	32	42	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	45	4	15	10	2	10	6	7	4	15	8	4	9	8	1
	23.8%	25.0%	26.3%	19.2%	22.2%	29.4%	18.8%	25.9%	21.1%	30.6%	25.0%	9.5%	31.0%	22.9%	50.0%
MODERATELY IMPORTANT	112	10	31	35	4	21	17	15	11	28	20	34	11	19	
	59.3%	62.5%	54.4%	67.3%	44.4%	61.8%	53.1%	55.6%	57.9%	57.1%	62.5%	81.0%	37.9%	54.3%	
NOT IMPORTANT	32	2	11	7	3	3	9	5	4	6	4	4	9	8	1
	16.9%	12.5%	19.3%	13.5%	33.3%	8.8%	28.1%	18.5%	21.1%	12.2%	12.5%	9.5%	31.0%	22.9%	50.0%
NO ANSWER	8		1	3		2	3			6		2			
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%	100.0%	100.1%	99.9%	100.0%	100.0%	99.9%	100.1%	100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	192	16	57	53	9	35	34	27	19	51	32	43	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	124	10	32	31	7	22	22	23	12	36	21	31	17	19	
	64.6%	62.5%	56.1%	58.5%	77.8%	62.9%	64.7%	85.2%	63.2%	70.6%	65.6%	72.1%	58.6%	54.3%	
MODERATELY IMPORTANT	58	6	21	21	2	10	12	3	5	15	8	11	9	13	2
	30.2%	37.5%	36.8%	39.6%	22.2%	28.6%	35.3%	11.1%	26.3%	29.4%	25.0%	25.6%	31.0%	37.1%	100.0%
NOT IMPORTANT	10		4	1		3		1	2		3	1	3	3	
	5.2%		7.0%	1.9%		8.6%		3.7%	10.5%		9.4%	2.3%	10.3%	8.6%	
NO ANSWER	5		1	2		1	1			4		1			
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	99.9%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	192 100.0%	16 100.0%	57 100.0%	53 100.0%	9 100.0%	35 100.0%	34 100.0%	27 100.0%	19 100.0%	51 100.0%	32 100.0%	43 100.0%	29 100.0%	35 100.0%	2 100.0%
VERY IMPORTANT	76 39.6%	7 43.8%	26 45.6%	18 34.0%	5 55.6%	15 42.9%	12 35.3%	7 25.9%	9 47.4%	27 52.9%	13 40.6%	16 37.2%	11 37.9%	9 25.7%	
MODERATELY IMPORTANT	104 54.2%	8 50.0%	25 43.9%	34 64.2%	3 33.3%	19 54.3%	21 61.8%	19 70.4%	8 42.1%	20 39.2%	16 50.0%	26 60.5%	17 58.6%	24 68.6%	1 50.0%
NOT IMPORTANT	12 6.3%	1 6.3%	6 10.5%	1 1.9%	1 11.1%	1 2.9%	1 2.9%	1 3.7%	2 10.5%	4 7.8%	3 9.4%	1 2.3%	1 3.4%	2 5.7%	1 50.0%
NO ANSWER	5		1	2		1	1			4		1			
SIGMA	197 100.1%	16 100.1%	58 100.0%	55 100.1%	9 100.0%	36 100.1%	35 100.0%	27 100.0%	19 100.0%	55 99.9%	32 100.0%	44 100.0%	29 99.9%	35 100.0%	2 100.0%

Q.5- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	192 100.0%	16 100.0%	56 100.0%	53 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	18 100.0%	51 100.0%	32 100.0%	43 100.0%	29 100.0%	35 100.0%	2 100.0%
VERY IMPORTANT	86 44.8%	9 56.3%	22 39.3%	24 45.3%	5 55.6%	18 50.0%	17 48.6%	15 55.6%	5 27.8%	22 43.1%	16 50.0%	19 44.2%	16 55.2%	12 34.3%	1 50.0%
MODERATELY IMPORTANT	82 42.7%	6 37.5%	26 46.4%	23 43.4%	3 33.3%	15 41.7%	13 37.1%	7 25.9%	9 50.0%	23 45.1%	13 40.6%	19 44.2%	7 24.1%	19 54.3%	1 50.0%
NOT IMPORTANT	24 12.5%	1 6.3%	8 14.3%	6 11.3%	1 11.1%	3 8.3%	5 14.3%	5 18.5%	4 22.2%	6 11.8%	3 9.4%	5 11.6%	6 20.7%	4 11.4%	
NO ANSWER	5		2	2					1	4		1			
SIGMA	197 100.0%	16 100.1%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.6- THREE COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR YOUR COMPANY OR OTHER DOMESTIC CONSUMER HARDLINES PRODUCERS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	173	13	52	53	9	33	30	21	16	46	27	40	24	34	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
TAIWAN	146	8	45	47	9	27	27	18	15	40	19	32	21	32	2
	84.4%	61.5%	86.5%	88.7%	100.0%	81.8%	90.0%	85.7%	93.8%	87.0%	70.4%	80.0%	87.5%	94.1%	100.0%
KOREA	94	7	33	30	7	15	18	10	11	21	16	22	13	21	1
	54.3%	53.8%	63.5%	56.6%	77.8%	45.5%	60.0%	47.6%	68.8%	45.7%	59.3%	55.0%	54.2%	61.8%	50.0%
JAPAN	92	8	27	32	4	21	13	14	7	26	11	23	11	20	1
	53.2%	61.5%	51.9%	60.4%	44.4%	63.6%	43.3%	66.7%	43.8%	56.5%	40.7%	57.5%	45.8%	58.8%	50.0%
CHINA	29	5	11	13	1	1	1	1	3	8	8	4	6	3	
	16.8%	38.5%	21.2%	24.5%	11.1%	3.0%	3.3%	4.8%	18.8%	17.4%	29.6%	10.0%	25.0%	8.8%	
HONG KONG	25	1	9	6		3	8	2	2	5	2	7	6	5	
	14.5%	7.7%	17.3%	11.3%		9.1%	26.7%	9.5%	12.5%	10.9%	7.4%	17.5%	25.0%	14.7%	
BRAZIL	18	1	4	4	1	6	2	6	2	5	5	2	1	5	
	10.4%	7.7%	7.7%	7.5%	11.1%	18.2%	6.7%	28.6%	12.5%	10.9%	18.5%	5.0%	4.2%	14.7%	
ITALY	13		1	1	2	5	4	2	3	4	3	2	1	3	
	7.5%		1.9%	1.9%	22.2%	15.2%	13.3%	9.5%	18.8%	8.7%	11.1%	5.0%	4.2%	8.8%	
GERMANY	12		1	4		2	3	1		2	2	4	1	2	1
	6.9%		1.9%	7.5%		6.1%	10.0%	4.8%		4.3%	7.4%	10.0%	4.2%	5.9%	50.0%
MEXICO	10	1	4	2		2	1	1	1	3	2	3	1	1	
	5.8%	7.7%	7.7%	3.8%		6.1%	3.3%	4.8%	6.3%	6.5%	7.4%	7.5%	4.2%	2.9%	
ALL OTHER	28	4	9	8	2	6	3	3	1	7	5	7	4	4	1
	16.2%	30.8%	17.3%	15.1%	22.2%	18.2%	10.0%	14.3%	6.3%	15.2%	18.5%	17.5%	16.7%	11.8%	50.0%
NO ANSWER	24	3	6	2		3	5	6	3	9	5	4	5	1	
SIGMA	491	38	150	149	26	91	85	64	48	130	78	110	70	97	6
	270.0%	269.2%	276.9%	277.3%	288.8%	266.8%	266.6%	276.3%	281.6%	263.1%	270.3%	265.0%	271.0%	282.3%	300.0%

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S
RAW MATERIALS ARE PRODUCED OVERSEAS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	163 100.0%	15 100.0%	46 100.0%	44 100.0%	8 100.0%	29 100.0%	31 100.0%	26 100.0%	15 100.0%	46 100.0%	26 100.0%	36 100.0%	27 100.0%	26 100.0%	2 100.0%
0%	90 55.2%	9 60.0%	23 50.0%	24 54.5%	6 75.0%	16 55.2%	17 54.8%	12 46.2%	5 33.3%	28 60.9%	12 46.2%	20 55.6%	15 55.6%	13 50.0%	2 100.0%
1%	4 2.5%		2 4.3%	2 4.5%			1 3.2%	1 3.8%	1 6.7%	1 2.2%				3 11.5%	
2%	5 3.1%	1 6.7%	1 2.2%			1 3.4%		2 7.7%	1 6.7%	2 4.3%	1 3.8%		2 7.4%		
5%	18 11.0%	3 20.0%	5 10.9%	5 11.4%	1 12.5%	4 13.8%	4 12.9%	3 11.5%	2 13.3%	4 8.7%	3 11.5%	3 8.3%	4 14.8%	4 15.4%	
7%	1 .6%		1 2.2%										1 3.7%		
10%	11 6.7%	1 6.7%	1 2.2%	3 6.8%	1 12.5%	3 10.3%	2 6.5%	3 11.5%	2 13.3%	2 4.3%	1 3.8%	4 11.1%	3 11.1%	1 3.8%	
13%	1 .6%			1 2.3%										1 3.8%	
15%	5 3.1%		1 2.2%	2 4.5%		1 3.4%	2 6.5%	1 3.8%			2 7.7%		2 7.4%	1 3.8%	
20%	6 3.7%		2 4.3%			2 6.9%	1 3.2%	1 3.8%	1 6.7%	1 2.2%	4 15.4%			1 3.8%	
25%	4 2.5%			1 2.3%			2 6.5%	1 3.8%		1 2.2%		1 2.8%		2 7.7%	
27%	1 .6%			1 2.3%						1 2.2%					
30%	5 3.1%		2 4.3%	2 4.5%			1 3.2%			2 4.3%	1 3.8%	2 5.6%			
33%	2 1.2%	1 6.7%	1 2.2%	1 2.3%							2 7.7%				
40%	3 1.8%		2 4.3%			2 6.9%		2 7.7%	2 13.3%			3 8.3%			

(CONTINUED...)

TABLE 21-1

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S RAW MATERIALS ARE PRODUCED OVERSEAS?

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
50%	3 1.8%		2 4.3%	1 2.3%					1 6.7%	2 4.3%		1 2.8%			
60%	1 .6%		1 2.2%							1 2.2%					
85%	1 .6%		1 2.2%							1 2.2%					
95%	1 .6%		1 2.2%				1 3.2%					1 2.8%			
100%	1 .6%			1 2.3%								1 2.8%			
NO ANSWER	34	1	12	11	1	7	4	1	4	9	6	8	2	9	
BASE	163	15	46	44	8	29	31	26	15	46	26	36	27	26	2
MEAN	8.48	4.00	13.35	8.98	1.88	6.45	8.58	7.31	12.20	9.17	8.96	14.03	3.37	5.04	0.00
SIGMA	197 99.9%	16 100.1%	58 100.0%	55 100.0%	9 100.0%	36 99.9%	35 100.0%	27 99.8%	19 100.0%	55 100.0%	32 99.9%	44 100.1%	29 100.0%	35 99.8%	2 100.0%

TABLE 22

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S COMPONENTS ARE PRODUCED OVERSEAS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	164 100.0%	15 100.0%	46 100.0%	50 100.0%	9 100.0%	27 100.0%	31 100.0%	24 100.0%	15 100.0%	42 100.0%	26 100.0%	37 100.0%	27 100.0%	30 100.0%	2 100.0%
0%	82 50.0%	10 66.7%	19 41.3%	24 48.0%	7 77.8%	13 48.1%	10 32.3%	13 54.2%	6 40.0%	25 59.5%	16 61.5%	16 43.2%	13 48.1%	10 33.3%	2 100.0%
1%	18 11.0%	1 6.7%	6 13.0%	5 10.0%		4 14.8%	4 12.9%	5 20.8%	1 6.7%	2 4.8%		4 10.8%	4 14.8%	8 26.7%	
2%	9 5.5%	1 6.7%	4 8.7%	2 4.0%		1 3.7%	3 9.7%	1 4.2%	1 6.7%	2 4.8%	1 3.8%	3 8.1%		3 10.0%	
3%	4 2.4%			1 2.0%		1 3.7%	2 6.5%			1 2.4%		2 5.4%	1 3.7%		
4%	1 .6%			1 2.0%						1 2.4%					
5%	19 11.6%	1 6.7%	6 13.0%	6 12.0%	1 11.1%	3 11.1%	4 12.9%	4 16.7%	4 26.7%	2 4.8%	4 15.4%	7 18.9%	3 11.1%	3 10.0%	
6%	1 .6%		1 2.2%										1 3.7%		
10%	8 4.9%		3 6.5%	1 2.0%		3 11.1%	3 9.7%			2 4.8%	3 11.5%	2 5.4%		1 3.3%	
11%	1 .6%						1 3.2%						1 3.7%		
15%	3 1.8%	1 6.7%	1 2.2%	1 2.0%			1 3.2%			1 2.4%	1 3.8%		1 3.7%		
20%	8 4.9%		2 4.3%	4 8.0%		1 3.7%	1 3.2%	1 4.2%	2 13.3%	1 2.4%	1 3.8%	1 2.7%	2 7.4%	3 10.0%	
25%	4 2.4%		1 2.2%	1 2.0%	1 11.1%		2 6.5%		1 6.7%	1 2.4%		1 2.7%	1 3.7%	1 3.3%	
30%	1 .6%			1 2.0%						1 2.4%					
50%	3 1.8%	1 6.7%	3 6.5%	1 2.0%		1 3.7%				3 7.1%					

(CONTINUED...)

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S COMPONENTS ARE PRODUCED OVERSEAS?

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
100%	2 1.2%			2 4.0%								1 2.7%		1 3.3%	
NO ANSWER	33	1	12	5		9	4	3	4	13	6	7	2	5	
BASE	164	15	46	50	9	27	31	24	15	42	26	37	27	30	2
MEAN	5.67	4.87	6.74	9.12	3.33	4.59	5.23	1.96	5.87	6.74	3.35	5.84	4.41	7.47	0.00
SIGMA	197 99.9%	16 100.2%	58 99.9%	55 100.0%	9 100.0%	36 99.9%	35 100.1%	27 100.1%	19 100.1%	55 100.2%	32 99.8%	44 99.9%	29 99.9%	35 99.9%	2 100.0%

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S FINISHED PRODUCTS ARE PRODUCED OVERSEAS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	177 100.0%	14 100.0%	51 100.0%	52 100.0%	9 100.0%	30 100.0%	31 100.0%	25 100.0%	16 100.0%	46 100.0%	30 100.0%	39 100.0%	28 100.0%	32 100.0%	2 100.0%
0%	81 45.8%	9 64.3%	15 29.4%	21 40.4%	4 44.4%	15 50.0%	17 54.8%	14 56.0%	4 25.0%	30 65.2%	13 43.3%	16 41.0%	11 39.3%	9 28.1%	2 100.0%
1%	12 6.8%	2 14.3%	5 9.8%	3 5.8%		3 10.0%	2 6.5%	1 4.0%	2 12.5%	1 2.2%	1 3.3%	4 10.3%	3 10.7%	3 9.4%	
2%	14 7.9%		5 9.8%	5 9.6%		2 6.7%	2 6.5%	4 16.0%	4 25.0%	2 4.3%	5 16.7%	1 2.6%	2 7.1%	4 12.5%	
3%	8 4.5%		2 3.9%	4 7.7%		1 3.3%	1 3.2%	1 4.0%		3 6.5%	2 6.7%	2 5.1%		1 3.1%	
4%	1 .6%						1 3.2%							1 3.1%	
5%	21 11.9%	1 7.1%	8 15.7%	6 11.5%	4 44.4%	2 6.7%	2 6.5%	4 16.0%	2 12.5%	2 4.3%	4 13.3%	4 10.3%	6 21.4%	5 15.6%	
6%	2 1.1%		2 3.9%								1 3.3%			1 3.1%	
7%	1 .6%			1 1.9%										1 3.1%	
10%	11 6.2%	2 14.3%	7 13.7%	1 1.9%		2 6.7%	1 3.2%		1 6.3%	2 4.3%		4 10.3%	3 10.7%	2 6.3%	
13%	1 .6%			1 1.9%										1 3.1%	
15%	4 2.3%		1 2.0%	1 1.9%			1 3.2%	1 4.0%			1 3.3%	1 2.6%	1 3.6%	1 3.1%	
20%	3 1.7%		3 5.9%	1 1.9%		1 3.3%			1 6.3%	1 2.2%			2 7.1%		
25%	2 1.1%			1 1.9%					1 6.3%	1 2.2%		1 2.6%			

(CONTINUED...)

Q.7- WHAT PERCENTAGE OF YOUR COMPANY'S FINISHED PRODUCTS ARE PRODUCED OVERSEAS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
28%	1 .6%			1 1.9%							1 3.3%				
30%	3 1.7%			2 3.8%		1 3.3%				2 4.3%	1 3.3%				
35%	1 .6%					1 3.3%					1 3.3%				
40%	4 2.3%		1 2.0%	1 1.9%	1 11.1%	1 3.3%	2 6.5%		1 6.3%			3 7.7%		1 3.1%	
50%	2 1.1%			1 1.9%			1 3.2%			1 2.2%				1 3.1%	
60%	1 .6%		1 2.0%							1 2.2%					
87%	1 .6%					1 3.3%						1 2.6%			
90%	1 .6%		1 2.0%				1 3.2%					1 2.6%			
100%	2 1.1%			2 3.8%								1 2.6%		1 3.1%	
NO ANSWER	20	2	7	3		6	4	2	3	9	2	5	1	3	
BASE	177	14	51	52	9	30	31	25	16	46	30	39	28	32	2
MEAN	7.54	1.93	8.00	10.06	6.67	8.40	8.65	1.88	7.19	5.63	5.03	13.05	4.36	9.19	0.00
SIGMA	197 100.3%	16 100.0%	58 100.1%	55 99.7%	9 99.9%	36 99.9%	35 100.0%	27 100.0%	19 100.2%	55 99.9%	32 99.8%	44 100.3%	29 99.9%	35 99.8%	2 100.0%

Q.8- DOES YOUR COMPANY CURRENTLY EXPORT?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	195 100.0%	16 100.0%	57 100.0%	55 100.0%	9 100.0%	35 100.0%	34 100.0%	27 100.0%	19 100.0%	54 100.0%	31 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%
YES	165 84.6%	9 56.3%	49 86.0%	52 94.5%	9 100.0%	31 88.6%	25 73.5%	22 81.5%	17 89.5%	46 85.2%	23 74.2%	37 84.1%	25 86.2%	32 91.4%	2 100.0%
NO	30 15.4%	7 43.8%	8 14.0%	3 5.5%		4 11.4%	9 26.5%	5 18.5%	2 10.5%	8 14.8%	8 25.8%	7 15.9%	4 13.8%	3 8.6%	
NO ANSWER	2		1			1	1			1	1				
SIGMA	197 100.0%	16 100.1%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.8- (IF YES) WHAT PERCENTAGE OF YOUR FIRM'S
TOTAL DOLLAR SALES ARE FROM EXPORTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	159 100.0%	8 100.0%	46 100.0%	50 100.0%	9 100.0%	30 100.0%	25 100.0%	22 100.0%	16 100.0%	44 100.0%	22 100.0%	37 100.0%	24 100.0%	31 100.0%	1 100.0%
0%	1 .6%		1 2.2%								1 4.5%				
1%	34 21.4%	3 37.5%	14 30.4%	7 14.0%	1 11.1%	6 20.0%	4 16.0%	8 36.4%	6 37.5%	9 20.5%	6 27.3%	7 18.9%	3 12.5%	9 29.0%	
2%	24 15.1%	2 25.0%	5 10.9%	6 12.0%	3 33.3%	6 20.0%	6 24.0%	4 18.2%	4 25.0%	6 13.6%	5 22.7%	4 10.8%	4 16.7%	5 16.1%	
3%	22 13.8%	1 12.5%	6 13.0%	9 18.0%	1 11.1%	5 16.7%	3 12.0%	2 9.1%	1 6.3%	8 18.2%		6 16.2%	3 12.5%	5 16.1%	
4%	4 2.5%			1 2.0%		1 3.3%		1 4.5%	1 6.3%	1 2.3%		1 2.7%	1 4.2%	1 3.2%	
5%	31 19.5%	1 12.5%	8 17.4%	9 18.0%	2 22.2%	5 16.7%	4 16.0%	5 22.7%		9 20.5%	4 18.2%	7 18.9%	7 29.2%	3 9.7%	1 100.0%
6%	4 2.5%			1 2.0%	1 11.1%		2 8.0%					1 2.7%	2 8.3%	1 3.2%	
7%	2 1.3%		1 2.2%	1 2.0%			1 4.0%			1 2.3%		1 2.7%			
8%	7 4.4%		1 2.2%	4 8.0%	1 11.1%	1 3.3%				2 4.5%		3 8.1%		2 6.5%	
10%	17 10.7%		3 6.5%	6 12.0%		2 6.7%	5 20.0%	2 9.1%	1 6.3%	4 9.1%	3 13.6%	5 13.5%	2 8.3%	3 9.7%	
12%	1 .6%			1 2.0%		1 3.3%			1 6.3%		1 4.5%				
15%	3 1.9%		3 6.5%	2 4.0%		1 3.3%				1 2.3%			1 4.2%	1 3.2%	
16%	1 .6%			1 2.0%					1 6.3%	1 2.3%					
18%	2 1.3%	1 12.5%				1 3.3%						1 2.7%	1 4.2%		

(CONTINUED...)

Q.8- (IF YES) WHAT PERCENTAGE OF YOUR FIRM'S TOTAL DOLLAR SALES ARE FROM EXPORTS?

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
20%		3 1.9%		2 4.3%	1 2.0%		1 3.3%			1 6.3%	1 2.3%		1 2.7%		1 3.2%	
25%		1 .6%		1 2.2%								1 4.5%				
30%		1 .6%		1 2.2%							1 2.3%					
32%		1 .6%			1 2.0%							1 4.5%				
NO ANSWER		6	1	3	2		1			1	2	1		1	1	1
	BASE	159	8	46	50	9	30	25	22	16	44	22	37	24	31	1
	MEAN	5.28	4.13	5.80	6.20	3.78	5.17	4.56	3.23	4.94	5.41	6.14	5.32	5.17	4.52	5.00
SIGMA		165 99.9%	9 100.0%	49 100.0%	52 100.0%	9 99.9%	31 99.9%	25 100.0%	22 100.0%	17 100.3%	46 100.2%	23 99.8%	37 99.9%	25 100.1%	32 99.9%	2 100.0%

Q.9- IS YOUR COMPANY FORECASTING HIGHER EXPORT SALES IN 1987?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	188 100.0%	14 100.0%	53 100.0%	54 100.0%	9 100.0%	35 100.0%	33 100.0%	26 100.0%	19 100.0%	54 100.0%	29 100.0%	41 100.0%	28 100.0%	34 100.0%	2 100.0%
YES	97 51.6%	5 35.7%	23 43.4%	33 61.1%	4 44.4%	17 48.6%	15 45.5%	14 53.8%	9 47.4%	28 51.9%	11 37.9%	25 61.0%	15 53.6%	17 50.0%	1 50.0%
NO	91 48.4%	9 64.3%	30 56.6%	21 38.9%	5 55.6%	18 51.4%	18 54.5%	12 46.2%	10 52.6%	26 48.1%	18 62.1%	16 39.0%	13 46.4%	17 50.0%	1 50.0%
NO ANSWER	9	2	5	1		1	2	1		1	3	3	1	1	
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.9- (IF YES) WHAT IS YOUR ESTIMATE OF THE PERCENTAGE INCREASE OF THESE EXPORT SALES?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	92 100.0%	5 100.0%	22 100.0%	31 100.0%	4 100.0%	17 100.0%	14 100.0%	14 100.0%	8 100.0%	27 100.0%	8 100.0%	25 100.0%	14 100.0%	17 100.0%	1 100.0%
1%	3 3.3%		1 4.5%	1 3.2%			1 7.1%	1 7.1%		1 3.7%			1 7.1%	1 5.9%	
2%	7 7.6%	1 20.0%	1 4.5%	3 9.7%	1 25.0%			1 7.1%	2 25.0%	4 14.8%		3 12.0%			
3%	7 7.6%		3 13.6%	3 9.7%	1 25.0%	1 5.9%		1 7.1%	2 25.0%	2 7.4%	2 25.0%	1 4.0%		1 5.9%	1 100.0%
4%	2 2.2%					2 11.8%						1 4.0%	1 7.1%		
5%	11 12.0%		3 13.6%	2 6.5%	1 25.0%	2 11.8%	3 21.4%	3 21.4%		4 14.8%	1 12.5%	2 8.0%	2 14.3%	2 11.8%	
6%	4 4.3%			1 3.2%		1 5.9%	2 14.3%			1 3.7%		1 4.0%		2 11.8%	
7%	2 2.2%		1 4.5%			1 5.9%						2 8.0%			
8%	3 3.3%			2 6.5%			1 7.1%				1 12.5%	1 4.0%		1 5.9%	
10%	15 16.3%	2 40.0%	4 18.2%	4 12.9%	1 25.0%	5 29.4%	3 21.4%	2 14.3%		9 33.3%	2 25.0%	1 4.0%	1 7.1%	2 11.8%	
12%	1 1.1%			1 3.2%						1 3.7%					
15%	12 13.0%		3 13.6%	5 16.1%		2 11.8%	2 14.3%	2 14.3%	1 12.5%	2 7.4%		5 20.0%	3 21.4%	2 11.8%	
20%	7 7.6%		2 9.1%	4 12.9%			1 7.1%	1 7.1%		1 3.7%		5 20.0%	1 7.1%		
25%	8 8.7%	1 20.0%		4 12.9%		2 11.8%	1 7.1%	1 7.1%		1 3.7%	1 12.5%	1 4.0%	2 14.3%	3 17.6%	
30%	3 3.3%		1 4.5%			1 5.9%		1 7.1%					1 7.1%	2 11.8%	

(CONTINUED...)

Q.9- (IF YES) WHAT IS YOUR ESTIMATE OF THE PERCENTAGE INCREASE OF THESE EXPORT SALES?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
50%	2 2.2%		1 4.5%						2 25.0%	1 3.7%			1 7.1%		
100%	5 5.4%	1 20.0%	2 9.1%	1 3.2%				1 7.1%	1 12.5%		1 12.5%	2 8.0%	1 7.1%	1 5.9%	
NO ANSWER	5		1	2			1		1	1	3		1		
BASE	92	5	22	31	4	17	14	14	8	27	8	25	14	17	1
MEAN	16.69	29.40	19.96	14.68	5.00	11.41	10.07	17.57	28.13	9.93	20.50	18.44	22.86	18.77	3.00
SIGMA	97 100.1%	5 100.0%	23 99.7%	33 100.0%	4 100.0%	17 100.2%	15 99.8%	14 99.7%	9 100.0%	28 99.9%	11 100.0%	25 100.0%	15 99.7%	17 100.2%	1 100.0%

Q.10- IF CANADIAN TARIFF AND NON-TARIFF BARRIERS WERE ELIMINATED, WOULD YOU ANTICIPATE AN INCREASE IN SALES TO CANADA?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	194 100.0%	16 100.0%	57 100.0%	54 100.0%	9 100.0%	36 100.0%	34 100.0%	27 100.0%	19 100.0%	55 100.0%	30 100.0%	44 100.0%	29 100.0%	34 100.0%	2 100.0%
YES	146 75.3%	12 75.0%	45 78.9%	42 77.8%	5 55.6%	30 83.3%	23 67.6%	19 70.4%	13 68.4%	41 74.5%	23 76.7%	33 75.0%	24 82.8%	23 67.6%	2 100.0%
NO	48 24.7%	4 25.0%	12 21.1%	12 22.2%	4 44.4%	6 16.7%	11 32.4%	8 29.6%	6 31.6%	14 25.5%	7 23.3%	11 25.0%	5 17.2%	11 32.4%	
NO ANSWER	3		1	1			1				2			1	
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.10- (IF YES) HOW LARGE AN INCREASE IN SALES?

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM: BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	ANNUAL DOLLAR VOLUME: UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	120 100.0%	9 100.0%	34 100.0%	35 100.0%	5 100.0%	24 100.0%	21 100.0%	14 100.0%	10 100.0%	33 100.0%	20 100.0%	28 100.0%	19 100.0%	18 100.0%	2 100.0%
1%	1 .8%		1 2.9%					1 7.1%	1 10.0%			1 3.6%			
3%	1 .8%			1 2.9%										1 5.6%	
5%	6 5.0%		3 8.8%	2 5.7%		2 8.3%				3 9.1%	3 15.0%				
7%	1 .8%					1 4.2%				1 3.0%					
8%	1 .8%						1 4.8%							1 5.6%	
10%	16 13.3%	1 11.1%	3 8.8%	7 20.0%	1 20.0%	2 8.3%	3 14.3%	3 21.4%	1 10.0%	3 9.1%	6 30.0%	2 7.1%	2 10.5%	3 16.7%	
15%	8 6.7%	2 22.2%	2 5.9%	2 5.7%		1 4.2%	2 9.5%	1 7.1%		4 12.1%		1 3.6%	1 5.3%	2 11.1%	
18%	1 .8%								1 10.0%				1 5.3%		
20%	28 23.3%		9 26.5%	8 22.9%	1 20.0%	4 16.7%	7 33.3%	2 14.3%		7 21.2%	5 25.0%	8 28.6%	4 21.1%	4 22.2%	
25%	13 10.8%	2 22.2%	5 14.7%	3 8.6%	2 40.0%	3 12.5%	2 9.5%	2 14.3%	1 10.0%	2 6.1%	1 5.0%	3 10.7%	4 21.1%	2 11.1%	1 50.0%
30%	7 5.8%		2 5.9%	4 11.4%		1 4.2%				3 9.1%	1 5.0%	2 7.1%		1 5.6%	
40%	2 1.7%			1 2.9%		1 4.2%		1 7.1%				2 7.1%			
50%	18 15.0%		5 14.7%	2 5.7%	1 20.0%	6 25.0%	2 9.5%	1 7.1%	4 40.0%	5 15.2%	3 15.0%	4 14.3%	2 10.5%	3 16.7%	1 50.0%
100%	17 14.2%	4 44.4%	4 11.8%	5 14.3%		3 12.5%	4 19.0%	3 21.4%	2 20.0%	5 15.2%	1 5.0%	5 17.9%	5 26.3%	1 5.6%	

(CONTINUED...)

Q.10- (IF YES) HOW LARGE AN INCREASE IN SALES?

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
NO ANSWER		26	3	11	7		6	2	5	3	8	3	5	5	5	
	BASE	120	9	34	35	5	24	21	14	10	33	20	28	19	18	2
	MEAN	34.35	54.44	32.09	31.66	26.00	36.54	36.10	37.57	45.40	34.61	24.00	39.68	43.84	26.72	37.50
SIGMA		146	12	45	42	5	30	23	19	13	41	23	33	24	23	2
		99.8%	99.9%	100.0%	100.1%	100.0%	100.1%	99.9%	99.8%	100.0%	100.1%	100.0%	100.0%	100.1%	100.2%	100.0%

Q.11- WHAT HAS BEEN THE TREND IN YOUR COMPANY'S
EXPORT SALES IN 1986 COMPARED WITH THE PAST FEW YEARS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	178 100.0%	13 100.0%	54 100.0%	53 100.0%	9 100.0%	34 100.0%	29 100.0%	24 100.0%	18 100.0%	50 100.0%	27 100.0%	38 100.0%	28 100.0%	33 100.0%	2 100.0%
SIGNIFICANT INCREASE	13 7.3%	1 7.7%	3 5.6%	4 7.5%		2 5.9%	3 10.3%	1 4.2%	1 5.6%	2 4.0%	2 7.4%	1 2.6%	3 10.7%	5 15.2%	
SLIGHT INCREASE	53 29.8%	4 30.8%	16 29.6%	14 26.4%	3 33.3%	10 29.4%	9 31.0%	10 41.7%	3 16.7%	14 28.0%	5 18.5%	16 42.1%	8 28.6%	9 27.3%	1 50.0%
STABLE	62 34.8%	6 46.2%	17 31.5%	19 35.8%	3 33.3%	16 47.1%	9 31.0%	5 20.8%	6 33.3%	19 38.0%	9 33.3%	10 26.3%	11 39.3%	12 36.4%	1 50.0%
SMALL DECLINE	23 12.9%	2 15.4%	8 14.8%	9 17.0%	1 11.1%	3 8.8%	4 13.8%	4 16.7%	4 22.2%	5 10.0%	6 22.2%	4 10.5%	3 10.7%	5 15.2%	
SIGNIFICANT DECLINE	27 15.2%		10 18.5%	7 13.2%	2 22.2%	3 8.8%	4 13.8%	4 16.7%	4 22.2%	10 20.0%	5 18.5%	7 18.4%	3 10.7%	2 6.1%	
NO ANSWER	19	3	4	2		2	6	3	1	5	5	6	1	2	
SIGMA	197 100.0%	16 100.1%	58 100.0%	55 99.9%	9 99.9%	36 100.0%	35 99.9%	27 100.1%	19 100.0%	55 100.0%	32 99.9%	44 99.9%	29 100.0%	35 100.2%	2 100.0%

Q.12- WHAT PERCENTAGE OF YOUR EXPORT SALES ARE
MADE TO CANADA?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	174 100.0%	15 100.0%	52 100.0%	51 100.0%	8 100.0%	32 100.0%	29 100.0%	23 100.0%	17 100.0%	49 100.0%	28 100.0%	38 100.0%	27 100.0%	30 100.0%	2 100.0%
0%	39 22.4%	6 40.0%	11 21.2%	7 13.7%	1 12.5%	5 15.6%	6 20.7%	7 30.4%	4 23.5%	10 20.4%	8 28.6%	8 21.1%	3 11.1%	10 33.3%	
1%	13 7.5%	2 13.3%	3 5.8%	4 7.8%		4 12.5%	2 6.9%	4 17.4%	4 23.5%	5 10.2%	1 3.6%	2 5.3%	1 3.7%	4 13.3%	
2%	9 5.2%		4 7.7%	2 3.9%	1 12.5%	1 3.1%	1 3.4%		1 5.9%	3 6.1%	2 7.1%	1 2.6%	2 7.4%		1 50.0%
3%	8 4.6%	3 20.0%	3 5.8%	1 2.0%		1 3.1%	1 3.4%	1 4.3%		3 6.1%	1 3.6%	1 2.6%	3 11.1%		
5%	10 5.7%		2 3.8%	3 5.9%		2 6.3%	2 6.9%	1 4.3%		4 8.2%	2 7.1%	1 2.6%		2 6.7%	1 50.0%
6%	2 1.1%		1 1.9%			1 3.1%						1 2.6%	1 3.7%		
7%	1 .6%						1 3.4%				1 3.6%				
10%	9 5.2%	1 6.7%	3 5.8%	1 2.0%	1 12.5%	4 12.5%	3 10.3%	2 8.7%		2 4.1%	2 7.1%	1 2.6%	3 11.1%	1 3.3%	
11%	1 .6%			1 2.0%				1 4.3%					1 3.7%		
15%	3 1.7%		2 3.8%		1 12.5%		1 3.4%						2 7.4%	1 3.3%	
20%	5 2.9%			2 3.9%		1 3.1%	1 3.4%	1 4.3%			3 10.7%			2 6.7%	
25%	7 4.0%		3 5.8%	2 3.9%	2 25.0%		1 3.4%	1 4.3%	2 11.8%			4 10.5%	2 7.4%	1 3.3%	
29%	1 .6%			1 2.0%										1 3.3%	
30%	6 3.4%	1 6.7%	1 1.9%	5 9.8%		1 3.1%				2 4.1%		2 5.3%	2 7.4%		

(CONTINUED...)

Q.12- WHAT PERCENTAGE OF YOUR EXPORT SALES ARE MADE TO CANADA?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
33%	1 .6%		1 1.9%									1 2.6%			
35%	2 1.1%			1 2.0%		1 3.1%					2 7.1%				
40%	1 .6%			1 2.0%										1 3.3%	
50%	10 5.7%		2 3.8%	5 9.8%		1 3.1%	2 6.9%	1 4.3%	1 5.9%	3 6.1%		4 10.5%	3 11.1%		
55%	1 .6%						1 3.4%				1 3.6%				
60%	1 .6%		1 1.9%										1 3.7%		
64%	1 .6%			1 2.0%										1 3.3%	
70%	1 .6%					1 3.1%							1 3.7%		
75%	5 2.9%		1 1.9%	2 3.9%		1 3.1%			1 5.9%	2 4.1%	1 3.6%		1 3.7%	1 3.3%	
80%	10 5.7%	1 6.7%	3 5.8%	2 3.9%		2 6.3%	2 6.9%	2 8.7%		2 4.1%	1 3.6%	5 13.2%		2 6.7%	
90%	8 4.6%		3 5.8%	2 3.9%		2 6.3%	2 6.9%	1 4.3%	3 17.6%	2 4.1%	2 7.1%	3 7.9%		1 3.3%	
95%	7 4.0%		1 1.9%	6 11.8%		2 6.3%				5 10.2%		1 2.6%	1 3.7%		
99%	1 .6%						1 3.4%					1 2.6%			
100%	11 6.3%	1 6.7%	7 13.5%	2 3.9%	2 25.0%	2 6.3%	2 6.9%	1 4.3%	1 5.9%	6 12.2%	1 3.6%	2 5.3%		2 6.7%	
NO ANSWER	23	1	6	4	1	4	6	4	2	6	4	6	2	5	

(CONTINUED...)

Q.12- WHAT PERCENTAGE OF YOUR EXPORT SALES ARE MADE TO CANADA?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
BASE	174	15	52	51	8	32	29	23	17	49	28	38	27	30	2
MEAN	31.06	15.40	34.12	38.53	34.63	33.59	31.31	21.22	32.41	37.45	23.75	39.08	24.11	25.40	3.50
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.1%	100.0%	100.1%	100.0%	100.0%	99.6%	99.6%	100.0%	100.0%	100.0%	99.9%	99.9%	99.8%	100.0%

Q.13- HAS YOUR COMPANY INITIATED LEGAL ACTION TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER IN 1986?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%
YES	36 18.3%		13 22.4%	13 23.6%		8 22.2%	5 14.3%	2 7.4%	3 15.8%	3 5.5%	3 9.4%	8 18.2%	7 24.1%	15 42.9%	
NO	161 81.7%	16 100.0%	45 77.6%	42 76.4%	9 100.0%	28 77.8%	30 85.7%	25 92.6%	16 84.2%	52 94.5%	29 90.6%	36 81.8%	22 75.9%	20 57.1%	2 100.0%
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.14- HAS YOUR COMPANY EVER REQUESTED THE CUSTOMS SERVICE TO INSPECT AND/OR SEIZE A SHIPMENT OF GOODS WHICH IT BELIEVED INFRINGED ON ITS TRADEMARK OR PATENTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	22		6	10	3	4	4	1	3	4	3	7	4	4	
	11.2%		10.3%	18.2%	33.3%	11.1%	11.4%	3.7%	15.8%	7.3%	9.4%	15.9%	13.8%	11.4%	
NO	175	16	52	45	6	32	31	26	16	51	29	37	25	31	2
	88.8%	100.0%	89.7%	81.8%	66.7%	88.9%	88.6%	96.3%	84.2%	92.7%	90.6%	84.1%	86.2%	88.6%	100.0%
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.15- FROM YOUR OWN EXPERIENCE, IS THE LAW WHICH REQUIRES IMPORTED FINISHED PRODUCTS TO BE CONSPICUOUSLY MARKED WITH THEIR COUNTRY OF ORIGIN BEING ADEQUATELY ENFORCED BY THE U.S. CUSTOMS SERVICE?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	183	16	57	53	9	35	31	22	18	49	31	40	28	34	1
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	58	5	16	16	4	11	9	9	7	20	11	13	5	9	
	31.7%	31.3%	28.1%	30.2%	44.4%	31.4%	29.0%	40.9%	38.9%	40.8%	35.5%	32.5%	17.9%	26.5%	
NO	125	11	41	37	5	24	22	13	11	29	20	27	23	25	1
	68.3%	68.8%	71.9%	69.8%	55.6%	68.6%	71.0%	59.1%	61.1%	59.2%	64.5%	67.5%	82.1%	73.5%	100.0%
NO ANSWER	14		1	2		1	4	5	1	6	1	4	1	1	1
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.16- DOES YOUR COMPANY PLACE "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PRODUCTS" PRODUCED IN THIS COUNTRY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	192	16	57	54	9	35	35	25	19	53	32	42	28	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	117	3	31	45	7	20	18	13	12	33	20	23	17	23	1
	60.9%	18.8%	54.4%	83.3%	77.8%	57.1%	51.4%	52.0%	63.2%	62.3%	62.5%	54.8%	60.7%	65.7%	50.0%
NO	75	13	26	9	2	15	17	12	7	20	12	19	11	12	1
	39.1%	81.3%	45.6%	16.7%	22.2%	42.9%	48.6%	48.0%	36.8%	37.7%	37.5%	45.2%	39.3%	34.3%	50.0%
NO ANSWER	5		1	1		1		2		2		2	1		
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.16- DOES YOUR COMPANY PLACE "MADE IN U.S.A." OR SIMILAR DESIGNATION ON ITS "PACKAGING" PRODUCED IN THIS COUNTRY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	192 100.0%	16 100.0%	57 100.0%	54 100.0%	9 100.0%	35 100.0%	34 100.0%	27 100.0%	18 100.0%	53 100.0%	32 100.0%	44 100.0%	29 100.0%	32 100.0%	2 100.0%
YES	144 75.0%	9 56.3%	44 77.2%	47 87.0%	8 88.9%	22 62.9%	25 73.5%	18 66.7%	14 77.8%	38 71.7%	24 75.0%	32 72.7%	26 89.7%	23 71.9%	1 50.0%
NO	48 25.0%	7 43.8%	13 22.8%	7 13.0%	1 11.1%	13 37.1%	9 26.5%	9 33.3%	4 22.2%	15 28.3%	8 25.0%	12 27.3%	3 10.3%	9 28.1%	1 50.0%
NO ANSWER	5		1	1		1	1		1	2				3	
SIGMA	197 100.0%	16 100.1%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.17- HAS YOUR COMPANY OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTORS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	192	16	57	51	9	34	34	27	19	51	32	44	28	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	27	4	12	8	1	4	3	2	1	8	3	6	7	3	
	14.1%	25.0%	21.1%	15.7%	11.1%	11.8%	8.8%	7.4%	5.3%	15.7%	9.4%	13.6%	25.0%	8.6%	
NO	165	12	45	43	8	30	31	25	18	43	29	38	21	32	2
	85.9%	75.0%	78.9%	84.3%	88.9%	88.2%	91.2%	92.6%	94.7%	84.3%	90.6%	86.4%	75.0%	91.4%	100.0%
NO ANSWER	5		1	4		2	1			4			1		
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.18- HAVE YOUR COMPANY'S PRODUCT LIABILITY INSURANCE PREMIUMS INCREASED OVER THE PAST YEAR?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	193 100.0%	16 100.0%	57 100.0%	55 100.0%	9 100.0%	36 100.0%	32 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	31 100.0%	2 100.0%
YES	174 90.2%	16 100.0%	50 87.7%	51 92.7%	9 100.0%	32 88.9%	31 96.9%	23 85.2%	15 78.9%	46 83.6%	30 93.8%	39 88.6%	27 93.1%	30 96.8%	2 100.0%
NO	19 9.8%		7 12.3%	4 7.3%		4 11.1%	1 3.1%	4 14.8%	4 21.1%	9 16.4%	2 6.3%	5 11.4%	2 6.9%	1 3.2%	
NO ANSWER	4		1				3							4	
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.1%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	152 100.0%	13 100.0%	44 100.0%	44 100.0%	9 100.0%	28 100.0%	26 100.0%	21 100.0%	14 100.0%	41 100.0%	28 100.0%	33 100.0%	20 100.0%	28 100.0%	2 100.0%
5%	5 3.3%	2 15.4%	1 2.3%	1 2.3%		1 3.6%		1 4.8%		2 4.9%	1 3.6%		2 10.0%		
6%	1 .7%			1 2.3%				1 4.8%		1 2.4%					
10%	7 4.6%		2 4.5%		1 11.1%	3 10.7%	2 7.7%			2 4.9%	1 3.6%	2 6.1%	1 5.0%	1 3.6%	
11%	1 .7%							1 4.8%		1 2.4%					
12%	1 .7%						1 3.8%				1 3.6%				
15%	14 9.2%	1 7.7%	6 13.6%	3 6.8%	1 11.1%	2 7.1%	1 3.8%	3 14.3%	2 14.3%	2 4.9%	4 14.3%	2 6.1%	1 5.0%	5 17.9%	
16%	1 .7%		1 2.3%								1 3.6%				
20%	11 7.2%		3 6.8%	4 9.1%	1 11.1%	1 3.6%	1 3.8%	2 9.5%	2 14.3%	5 12.2%	1 3.6%	2 6.1%	2 10.0%		1 50.0%
25%	6 3.9%	1 7.7%	1 2.3%	2 4.5%			2 7.7%	1 4.8%		2 4.9%	1 3.6%	3 9.1%			
26%	1 .7%							1 4.8%				1 3.0%			
27%	1 .7%			1 2.3%							1 3.6%				
30%	13 8.6%		5 11.4%	4 9.1%		2 7.1%	3 11.5%	1 4.8%	2 14.3%		2 7.1%	4 12.1%		7 25.0%	
33%	1 .7%						1 3.8%						1 5.0%		
34%	1 .7%						1 3.8%					1 3.0%			

(CONTINUED...)

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM: BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	ANNUAL DOLLAR VOLUME: UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
35%	1 .7%	1 7.7%	1 2.3%			1 3.6%				1 2.4%					
38%	1 .7%		1 2.3%										1 5.0%		
40%	9 5.9%	1 7.7%	4 9.1%	1 2.3%		2 7.1%	1 3.8%		2 14.3%	1 2.4%		4 12.1%	2 10.0%	2 7.1%	
45%	1 .7%							1 4.8%				1 3.0%			
47%	1 .7%			1 2.3%				1 4.8%					1 5.0%		
50%	15 9.9%	2 15.4%	7 15.9%	7 15.9%		2 7.1%		3 14.3%	3 21.4%	3 7.3%	3 10.7%	3 9.1%	1 5.0%	5 17.9%	
60%	2 1.3%		2 4.5%						1 7.1%		2 7.1%				
61%	1 .7%					1 3.6%					1 3.6%				
65%	2 1.3%					2 7.1%						1 3.0%	1 5.0%		
70%	2 1.3%			2 4.5%	1 11.1%					2 4.9%					
75%	1 .7%					1 3.6%	1 3.8%			1 2.4%					
80%	3 2.0%		2 4.5%				1 3.8%			1 2.4%	1 3.6%			1 3.6%	
100%	18 11.8%	3 23.1%	4 9.1%	9 20.5%	1 11.1%	4 14.3%	4 15.4%	1 4.8%	2 14.3%	5 12.2%	3 10.7%	4 12.1%	2 10.0%	4 14.3%	
140%	1 .7%				1 11.1%					1 2.4%					
150%	2 1.3%	1 7.7%	1 2.3%					1 4.8%			1 3.6%		1 5.0%		

(CONTINUED...)

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
200%	3 2.0%		1 2.3%		1 11.1%		1 3.8%			2 4.9%	1 3.6%				
250%	1 .7%					1 3.6%				1 2.4%					
261%	1 .7%					1 3.6%				1 2.4%					
299%	1 .7%							1 4.8%			1 3.6%				
300%	10 6.6%		1 2.3%	4 9.1%	2 22.2%	1 3.6%	4 15.4%			3 7.3%	1 3.6%	2 6.1%	2 10.0%	2 7.1%	
350%	1 .7%						1 3.8%						1 5.0%		
400%	2 1.3%	1 7.7%						1 4.8%				1 3.0%	1 5.0%		
500%	1 .7%					1 3.6%				1 2.4%					
600%	1 .7%							1 4.8%		1 2.4%					
700%	1 .7%						1 3.8%					1 3.0%			
800%	1 .7%			1 2.3%		1 3.6%						1 3.0%			
DON'T KNOW	5 3.3%		1 2.3%	3 6.8%		1 3.6%				2 4.9%	1 3.6%			1 3.6%	1 50.0%
NO ANSWER	45	3	14	11		8	9	6	5	14	4	11	9	7	
BASE	147	13	43	41	9	27	26	21	14	39	27	33	20	27	1
MEAN	93.00	82.69	53.00	92.93	128.33	116.19	127.65	94.24	44.29	110.21	70.19	111.06	104.40	63.15	20.00

(CONTINUED...)

Q.18- (IF YES) ESTIMATE THE PERCENTAGE INCREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
SIGMA	197 100.9%	16 100.1%	58 100.1%	55 100.1%	9 99.9%	36 100.1%	35 99.5%	27 100.5%	19 100.0%	55 99.7%	32 100.3%	44 99.9%	29 100.0%	35 100.1%	2 100.0%

Q.19- HAS YOUR COMPANY EXPERIENCED DIFFICULTY IN RENEWING YOUR INSURANCE?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	190	16	56	55	9	36	31	26	18	54	32	42	29	31	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	81	7	14	30	6	16	16	9	4	28	11	21	11	9	1
	42.6%	43.8%	25.0%	54.5%	66.7%	44.4%	51.6%	34.6%	22.2%	51.9%	34.4%	50.0%	37.9%	29.0%	50.0%
NO	109	9	42	25	3	20	15	17	14	26	21	21	18	22	1
	57.4%	56.3%	75.0%	45.5%	33.3%	55.6%	48.4%	65.4%	77.8%	48.1%	65.6%	50.0%	62.1%	71.0%	50.0%
NO ANSWER	7		2				4	1	1	1		2		4	
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.20- DID YOUR COMPANY'S PRODUCT LIABILITY COVERAGE
CHANGE IN 1986 - "COVERAGE"?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	178 100.0%	14 100.0%	52 100.0%	52 100.0%	7 100.0%	34 100.0%	29 100.0%	26 100.0%	17 100.0%	51 100.0%	30 100.0%	38 100.0%	25 100.0%	32 100.0%	2 100.0%
DECREASED	53 29.8%	6 42.9%	15 28.8%	14 26.9%	3 42.9%	13 38.2%	10 34.5%	6 23.1%	3 17.6%	16 31.4%	6 20.0%	12 31.6%	9 36.0%	9 28.1%	1 50.0%
NO CHANGE	125 70.2%	8 57.1%	37 71.2%	38 73.1%	4 57.1%	21 61.8%	19 65.5%	20 76.9%	14 82.4%	35 68.6%	24 80.0%	26 68.4%	16 64.0%	23 71.9%	1 50.0%
NO ANSWER	19	2	6	3	2	2	6	1	2	4	2	6	4	3	
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.20- DID YOUR COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1986 - "AMOUNT OF DEDUCTIBLE"?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	175 100.0%	13 100.0%	53 100.0%	49 100.0%	8 100.0%	32 100.0%	29 100.0%	26 100.0%	16 100.0%	49 100.0%	31 100.0%	39 100.0%	23 100.0%	31 100.0%	2 100.0%
INCREASED	76 43.4%	7 53.8%	19 35.8%	23 46.9%	7 87.5%	13 40.6%	19 65.5%	10 38.5%	3 18.8%	17 34.7%	11 35.5%	17 43.6%	15 65.2%	15 48.4%	1 50.0%
NO CHANGE	99 56.6%	6 46.2%	34 64.2%	26 53.1%	1 12.5%	19 59.4%	10 34.5%	16 61.5%	13 81.3%	32 65.3%	20 64.5%	22 56.4%	8 34.8%	16 51.6%	1 50.0%
NO ANSWER	22	3	5	6	1	4	6	1	3	6	1	5	6	4	
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 100.0%	19 100.1%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
PARENTAL AND DISABILITY LEAVE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	188 100.0%	15 100.0%	55 100.0%	50 100.0%	9 100.0%	32 100.0%	34 100.0%	27 100.0%	19 100.0%	51 100.0%	32 100.0%	43 100.0%	27 100.0%	33 100.0%	2 100.0%
VERY IMPORTANT (1)	55 29.3%	4 26.7%	17 30.9%	17 34.0%	2 22.2%	10 31.3%	9 26.5%	4 14.8%	5 26.3%	15 29.4%	11 34.4%	14 32.6%	7 25.9%	7 21.2%	1 50.0%
MODERATELY IMPORTANT (2)	71 37.8%	7 46.7%	22 40.0%	18 36.0%	4 44.4%	8 25.0%	15 44.1%	12 44.4%	7 36.8%	22 43.1%	5 15.6%	16 37.2%	10 37.0%	18 54.5%	
NOT IMPORTANT (3)	48 25.5%	3 20.0%	14 25.5%	9 18.0%	3 33.3%	10 31.3%	7 20.6%	9 33.3%	7 36.8%	8 15.7%	16 50.0%	9 20.9%	8 29.6%	6 18.2%	1 50.0%
NEED MORE INFORMATION	14 7.4%	1 6.7%	2 3.6%	6 12.0%		4 12.5%	3 8.8%	2 7.4%		6 11.8%		4 9.3%	2 7.4%	2 6.1%	
NO ANSWER	9	1	3	5		4	1			4		1	2	2	
BASE	174	14	53	44	9	28	31	25	19	45	32	39	25	31	2
MEAN	1.96	1.93	1.94	1.82	2.11	2.00	1.94	2.20	2.11	1.84	2.16	1.87	2.04	1.97	2.00
SIGMA	197 100.0%	16 100.1%	58 100.0%	55 100.0%	9 99.9%	36 100.1%	35 100.0%	27 99.9%	19 99.9%	55 100.0%	32 100.0%	44 100.0%	29 99.9%	35 100.0%	2 100.0%

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
DOUBLE BREASTING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	173 100.0%	13 100.0%	50 100.0%	46 100.0%	8 100.0%	29 100.0%	31 100.0%	26 100.0%	18 100.0%	46 100.0%	28 100.0%	43 100.0%	24 100.0%	30 100.0%	2 100.0%
VERY IMPORTANT (1)	7 4.0%	1 7.7%	2 4.0%	3 6.5%		1 3.4%	1 3.2%	1 3.8%			1 3.6%		4 16.7%	2 6.7%	
MODERATELY IMPORTANT (2)	41 23.7%	2 15.4%	12 24.0%	9 19.6%	2 25.0%	8 27.6%	7 22.6%	6 23.1%	3 16.7%	13 28.3%	2 7.1%	13 30.2%	5 20.8%	7 23.3%	1 50.0%
NOT IMPORTANT (3)	31 17.9%	3 23.1%	9 18.0%	5 10.9%	4 50.0%	6 20.7%	7 22.6%	3 11.5%	5 27.8%	7 15.2%	7 25.0%	7 16.3%	5 20.8%	5 16.7%	
NEED MORE INFORMATION	94 54.3%	7 53.8%	27 54.0%	29 63.0%	2 25.0%	14 48.3%	16 51.6%	16 61.5%	10 55.6%	26 56.5%	18 64.3%	23 53.5%	10 41.7%	16 53.3%	1 50.0%
NO ANSWER	24	3	8	9	1	7	4	1	1	9	4	1	5	5	
BASE	79	6	23	17	6	15	15	10	8	20	10	20	14	14	1
MEAN	2.30	2.33	2.30	2.12	2.67	2.33	2.40	2.20	2.63	2.35	2.60	2.35	2.07	2.21	2.00
SIGMA	197 99.9%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 99.9%	19 100.1%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
OCCUPATIONAL DISEASE NOTIFICATION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	185	15	54	49	9	32	33	27	19	49	31	43	27	33	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT (1)	37	4	10	9	3	7	8	4	2	9	5	7	9	7	
	20.0%	26.7%	18.5%	18.4%	33.3%	21.9%	24.2%	14.8%	10.5%	18.4%	16.1%	16.3%	33.3%	21.2%	
MODERATELY IMPORTANT (2)	67	4	19	16	3	12	11	11	4	22	10	16	6	12	1
	36.2%	26.7%	35.2%	32.7%	33.3%	37.5%	33.3%	40.7%	21.1%	44.9%	32.3%	37.2%	22.2%	36.4%	50.0%
NOT IMPORTANT (3)	46	3	17	10	2	10	10	2	7	5	8	14	7	11	1
	24.9%	20.0%	31.5%	20.4%	22.2%	31.3%	30.3%	7.4%	36.8%	10.2%	25.8%	32.6%	25.9%	33.3%	50.0%
NEED MORE INFORMATION	35	4	8	14	1	3	4	10	6	13	8	6	5	3	
	18.9%	26.7%	14.8%	28.6%	11.1%	9.4%	12.1%	37.0%	31.6%	26.5%	25.8%	14.0%	18.5%	9.1%	
NO ANSWER	12	1	4	6		4	2			6	1	1	2	2	
BASE	150	11	46	35	8	29	29	17	13	36	23	37	22	30	2
MEAN	2.06	1.91	2.15	2.03	1.88	2.10	2.07	1.88	2.39	1.89	2.13	2.19	1.91	2.13	2.50
SIGMA	197	16	58	55	9	36	35	27	19	55	32	44	29	35	2
	100.0%	100.1%	100.0%	100.1%	99.9%	100.1%	99.9%	99.9%	100.0%	100.0%	100.0%	100.1%	99.9%	100.0%	100.0%

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
INCREASE IN MINIMUM WAGE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	189 100.0%	14 100.0%	55 100.0%	52 100.0%	9 100.0%	32 100.0%	34 100.0%	27 100.0%	19 100.0%	53 100.0%	32 100.0%	43 100.0%	26 100.0%	33 100.0%	2 100.0%
VERY IMPORTANT (1)	57 30.2%	7 50.0%	15 27.3%	15 28.8%	4 44.4%	11 34.4%	9 26.5%	8 29.6%	7 36.8%	18 34.0%	12 37.5%	13 30.2%	7 26.9%	7 21.2%	
MODERATELY IMPORTANT (2)	63 33.3%		20 36.4%	19 36.5%	2 22.2%	12 37.5%	11 32.4%	6 22.2%	8 42.1%	19 35.8%	13 40.6%	14 32.6%	6 23.1%	10 30.3%	1 50.0%
NOT IMPORTANT (3)	62 32.8%	7 50.0%	20 36.4%	16 30.8%	3 33.3%	7 21.9%	12 35.3%	11 40.7%	4 21.1%	11 20.8%	6 18.8%	16 37.2%	12 46.2%	16 48.5%	1 50.0%
NEED MORE INFORMATION	7 3.7%			2 3.8%		2 6.3%	2 5.9%	2 7.4%		5 9.4%	1 3.1%		1 3.8%		
NO ANSWER	8	2	3	3		4	1			2		1	3	2	
BASE	182	14	55	50	9	30	32	25	19	48	31	43	25	33	2
MEAN	2.03	2.00	2.09	2.02	1.89	1.87	2.09	2.12	1.84	1.85	1.81	2.07	2.20	2.27	2.50
SIGMA	197 100.0%	16 100.0%	58 100.1%	55 99.9%	9 99.9%	36 100.1%	35 100.1%	27 99.9%	19 100.0%	55 100.0%	32 100.0%	44 100.0%	29 100.0%	35 100.0%	2 100.0%

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO
DOMINATE LEGISLATIVE DEBATE IN 1987:
POLYGRAPH PROHIBITION

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	183 100.0%	15 100.0%	54 100.0%	48 100.0%	9 100.0%	31 100.0%	33 100.0%	27 100.0%	19 100.0%	48 100.0%	30 100.0%	43 100.0%	27 100.0%	33 100.0%	2 100.0%
VERY IMPORTANT (1)	20 10.9%	4 26.7%	8 14.8%	4 8.3%		4 12.9%	2 6.1%	2 7.4%	1 5.3%	5 10.4%	4 13.3%	4 9.3%	5 18.5%	2 6.1%	
MODERATELY IMPORTANT (2)	41 22.4%	5 33.3%	9 16.7%	13 27.1%		6 19.4%	9 27.3%	9 33.3%	1 5.3%	8 16.7%	4 13.3%	17 39.5%	3 11.1%	9 27.3%	
NOT IMPORTANT (3)	101 55.2%	5 33.3%	33 61.1%	26 54.2%	7 77.8%	17 54.8%	16 48.5%	14 51.9%	15 78.9%	26 54.2%	18 60.0%	20 46.5%	15 55.6%	20 60.6%	2 100.0%
NEED MORE INFORMATION	21 11.5%	1 6.7%	4 7.4%	5 10.4%	2 22.2%	4 12.9%	6 18.2%	2 7.4%	2 10.5%	9 18.8%	4 13.3%	2 4.7%	4 14.8%	2 6.1%	
NO ANSWER	14	1	4	7		5	2			7	2	1	2	2	
BASE	162	14	50	43	7	27	27	25	17	39	26	41	23	31	2
MEAN	2.50	2.07	2.50	2.51	3.00	2.48	2.52	2.48	2.82	2.54	2.54	2.39	2.44	2.58	3.00
SIGMA	197 100.0%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.1%	27 100.0%	19 100.0%	55 100.1%	32 99.9%	44 100.0%	29 100.0%	35 100.1%	2 100.0%

Q.21- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1987:
CATASTROPHIC HEALTH INSURANCE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								ANNUAL DOLLAR VOLUME					
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	UNDER $5 MIL.	$5-10 MIL.	$10-25 MIL.	$25-50 MIL.	OVER $50 MIL.	NO ANSWER
TOTAL ANSWERING	188 100.0%	15 100.0%	55 100.0%	50 100.0%	9 100.0%	32 100.0%	34 100.0%	27 100.0%	19 100.0%	52 100.0%	31 100.0%	43 100.0%	27 100.0%	33 100.0%	2 100.0%
VERY IMPORTANT (1)	85 45.2%	7 46.7%	23 41.8%	21 42.0%	3 33.3%	16 50.0%	18 52.9%	12 44.4%	10 52.6%	20 38.5%	17 54.8%	21 48.8%	13 48.1%	13 39.4%	1 50.0%
MODERATELY IMPORTANT (2)	61 32.4%	4 26.7%	19 34.5%	20 40.0%	5 55.6%	9 28.1%	9 26.5%	7 25.9%	4 21.1%	21 40.4%	9 29.0%	10 23.3%	9 33.3%	12 36.4%	
NOT IMPORTANT (3)	19 10.1%	2 13.3%	9 16.4%	2 4.0%	1 11.1%	2 6.3%	3 8.8%	3 11.1%		4 7.7%	2 6.5%	5 11.6%	2 7.4%	5 15.2%	1 50.0%
NEED MORE INFORMATION	23 12.2%	2 13.3%	4 7.3%	7 14.0%		5 15.6%	4 11.8%	5 18.5%	5 26.3%	7 13.5%	3 9.7%	7 16.3%	3 11.1%	3 9.1%	
NO ANSWER	9	1	3	5		4	1			3	1	1	2	2	
BASE	165	13	51	43	9	27	30	22	14	45	28	36	24	30	2
MEAN	1.60	1.62	1.73	1.56	1.78	1.48	1.50	1.59	1.29	1.64	1.46	1.56	1.54	1.73	2.00
SIGMA	197 99.9%	16 100.0%	58 100.0%	55 100.0%	9 100.0%	36 100.0%	35 100.0%	27 99.9%	19 100.0%	55 100.1%	32 100.0%	44 100.0%	29 99.9%	35 100.1%	2 100.0%

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1988 GOVERNMENT RELATIONS SURVEY

MANUFACTURERS' EDITION

Prepared for the Membership by the Government Relations
Committee of the American Hardware Manufacturers Association

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"A"

1988 AHMA GOVERNMENT RELATIONS SURVEY SUMMARY
FOR MANUFACTURERS

GENERAL DATA

1. Product line(s) manufactured by your firm:

10.5 Building Materials
36.1 Hardware
27.2 Hand & Power Tools
5.1 Automotive, Toys & Sport
20.4 Lawn & Garden
13.4 Plumbing & Electrical
14.4 Paint & Sundries
12.8 Housewares

2. Annual volume of those product lines indicated above:

27.7 Under $5 million
16.6 $5-$10 million
22.0 $10-$25 million
12.1 $25-$50 million
21.7 Over $50 million

3. Number of Employees:

38.4 Under 100
38.7 100-500
13.0 500-1,000
9.8 Over 1,000
3.5 % of employees who are part-time (e.g. less than 25 hours/week)

4. Union Status:

14.2 Unionized
23.2 Partially unionized
62.6 No union

ECONOMIC ISSUES

5. Do you have plans to increase the number of new employees in 1988?

51.7 Yes 48.3 No

If "yes," what percentage increase? 10.2 %

"B"

ECONOMIC ISSUES (CONTINUED)

6. Does your company foresee an increase in direct employee wage costs in 1988?

89.5 Yes   10.5 No

If "yes," what percentage increase? 5.0 %

7. What percentage of employee expense is attributed to indirect costs?

- Health benefits 15.8 %
- Pensions 8.1 %
- Other 12.7 %

8. Company's monthly contribution to each employee's health care insurance for:

- Family plan 61.9 %
- Individual plan 78.6 %

9. Does your firm expect an increase in unit sales in 1988?

88.8 Yes   11.2 No

If "yes," estimate percentage increase 12.3 %

10. Does your firm expect an increase in dollar sales volume in 1988?

90.4 Yes   9.6 No

If "yes," estimate percentage increase 14.4 %

11. Does your firm plan to increase plant and equipment purchases in 1988?

57.0 Yes   43.0 No

If "yes," by what percentage of sales volume? 6.1 %

ECONOMIC ISSUES (CONTINUED)

12. Does your firm plan to expand its physical plant in 1988?

23.2 Yes   76.8 No

13. Please enter your forecast for 1988 for the following economic indices (on a 12-month average basis) by percentage:

4.6 % Inflation

6.3 % Unemployment

2.8 % Gross national product

8.7 % Prime interest rate

14. How would you reduce the federal budget deficits?

	Yes	No	Unsure
• Reduce federal discretionary spending	95.8	1.0	3.2
• Reduce entitlement programs	81.6	8.6	9.9
• Reduce defense spending	65.8	22.6	11.6
• Selectively raise taxes (e.g. oil import fees)	64.9	26.9	8.2
• Impose consumption tax (e.g. VAT or national sales tax)	22.5	60.4	17.1
• Abide by Gramm-Rudman for accross-the-board cuts	61.9	20.4	17.7

INTERNATIONAL TRADE ISSUES

15. How would you assess the Reagan Administration's policy regarding foreign imports?

1.9 Restrictive

60.7 Lenient

37.3 About right

"D"

INTERNATIONAL TRADE ISSUES (CONTINUED)

16. What impact have imports had on your company's sales in 1987?

32.3 A significant impact

41.9 A minor but growing impact

25.9 No impact at all

17. Assess the reasons for the increase in import penetration in the domestic consumer hardlines industry.

	Very Important	Moderately Important	Not Important
a. Price of imports	85.9	13.4	.7
b. Value of U.S. dollar	54.6	38.2	7.2
c. Quality of imports	33.6	49.8	16.6
d. Non-competitive U.S. labor costs	63.2	32.9	3.9
e. Consumer acceptance of imports	52.1	40.6	7.3
f. Unfair foreign trade practices	51.5	38.6	9.9
g. Customer's lack of understanding of total procurement costs	28.7	39.2	32.1

18. Do you favor enactment of the following provisions in the Omnibus Trade Bill:

a. New trade negotiations authority for the President

54.7 Yes 12.2 No 33.1 Unsure

b. Mandatory retaliation for unfair trade practices

58.3 Yes 20.5 No 21.2 Unsure

"E"

INTERNATIONAL TRADE ISSUES (CONTINUED)

c. Extended relief for domestic industries injured by imports

17.5 Yes 50.2 No 32.4 Unsure

d. More generous worker readjustment training programs

22.2 Yes 43.4 No 34.4 Unsure

e. Mandatory notice for plant closings

12.2 Yes 73.6 No 14.1 Unsure

19. Do you forecast a change during 1988 in how imports affect your company?

43.8 Yes 56.2 No

20. Does your company currently export?

80.3 Yes 19.7 No

If "yes," what percentage of your firm's total dollar sales is from exports? 6.0 %

21. Is your company forecasting higher export sales in 1988?

60.7 Yes 39.3 No

If "yes," what is your estimate of the percentage increase of these sales? 20.4 %

22. What has been the trend of your company's export sales in 1987 compared with the previous year?

18.1 Significant increases

43.5 Slight increase

24.2 Stable

9.6 Small Decline

4.6 Significant decline

INTERNATIONAL TRADE ISSUES (CONTINUED)

23. Please list three countries whose exports are the toughest foreign competition for your company:

1. Taiwan 73.0%
2. Korea 46.4%
3. Japan 39.1%

24. What percentage of your export sales are made to Canada? 25.8 %

25. What percentage of your company's raw materials, components, and finished products are produced overseas?

7.1 % Raw materials

6.5 % Components

8.1 % Finished products

26. If the U.S.-Canadian Free Trade Treaty is ratified, would you anticipate an increase in sales to Canada?

77.4 Yes 22.6 No

PATENTS/TRADEMARKS/COPYRIGHT ISSUES

27. Did your company initiate legal action during 1987 to stop an infringement of a design patent, utility patent, trademark, or copyright by a foreign manufacturer?

14.2 Yes 85.8 No

28. Has your company ever requested the Customs Service to inspect and/or seize a shipment of goods which it believed infringed on its trademark or patents?

12.2 Yes 87.8 No

29. From your own experience, is the law which requires imported finished products to be conspicuously marked with their country of origin being adequately enforced by the U.S. Customs Service?

30.1 Yes 69.9 No

PATENTS/TRADEMARKS/COPYRIGHT ISSUES (CONTINUED)

30. Does your company place "Made in U.S.A." or similar designation on its products and packaging produced in this country?

Product	61.2 Yes	38.8 No
Packaging	78.7 Yes	21.3 No

31. Has your company obtained any evidence which suggests that foreign manufacturers or U.S. distributors may be placing false country-of-origin designations on imported products?

18.8 Yes 81.2 No

PRODUCT LIABILITY ISSUE

32. What has been your company's experience with product liability insurance premiums in 1987 compared to the previous year?

63.5 Increased	31.7 % Estimate of increase
7.4 Decreased	21.3 % Estimate of decrease
29.1 Stayed the same	

33. Did your company experience difficulty in renewing this insurance?

26.3 Yes 73.7 No

34. Did your company's product liability coverage change in 1987?

Coverage:	Amount of Deductible:
16.1 Decreased	38.3 Increased
83.9 No change	61.7 No change

"H"

LABOR ISSUES

35. Labor issues, especially federally mandated health benefits, are predicted to dominate much of the legislative debate in 1988. Please indicate your interest in the following issues by placing the number that corresponds best with your assessment:

#1 Very important
#2 Moderately important
#3 Not Important
#4 Need more information

	#1	#2	#3	#4
a. Parental and disability leave	30.1	42.8	21.6	5.6
b. Occupational disease notification	30.4	42.8	17.0	9.8
c. Increase in minimum wage	37.5	30.9	28.3	3.3
d. Polygraph prohibition	6.9	13.1	65.4	14.7
e. Mandatory health insurance	53.1	24.4	15.0	7.5

* * * * * * * * * * * *

ISSUE PRIORITY

Of the following topics included in this survey, please rank, in order of importance to you (1 being most important - 5 least important), the issues you feel most critical to your business in 1988:

	1	2	3	4	5
Economic Issues	60.5	24.0	10.1	3.9	1.6
International Trade Issues	10.2	23.8	23.4	28.5	14.1
Patent/Trademark/Copyright Issues	1.2	2.3	11.3	26.2	59.0
Product Liability Issues	15.1	25.2	24.8	21.7	13.2
Labor Issues	13.2	24.9	30.7	19.1	12.1

Q.1- PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	313 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	
BUILDING MATERIALS	33 10.5%	33 100.0%	11 9.7%	2 2.4%		4 6.3%	4 9.5%	10 22.2%	1 2.5%	
HARDWARE	113 36.1%	11 33.3%	113 100.0%	9 10.6%	6 37.5%	18 28.1%	4 9.5%	8 17.8%	15 37.5%	
HAND & POWER TOOLS	85 27.2%	2 6.1%	9 8.0%	85 100.0%	3 18.8%	13 20.3%	1 2.4%	8 17.8%	3 7.5%	
AUTOMOTIVE, TOYS & SPORTS	16 5.1%		6 5.3%	3 3.5%	16 100.0%	4 6.3%	3 7.1%		4 10.0%	
LAWN & GARDEN	64 20.4%	4 12.1%	18 15.9%	13 15.3%	4 25.0%	64 100.0%	5 11.9%	5 11.1%	14 35.0%	
PLUMBING & ELECTRICAL	42 13.4%	4 12.1%	4 3.5%	1 1.2%	3 18.8%	5 7.8%	42 100.0%	2 4.4%	3 7.5%	
PAINT & SUNDRIES	45 14.4%	10 30.3%	8 7.1%	8 9.4%		5 7.8%	2 4.8%	45 100.0%	7 17.5%	
HOUSEWARES	40 12.8%	1 3.0%	15 13.3%	3 3.5%	4 25.0%	14 21.9%	3 7.1%	7 15.6%	40 100.0%	
NO ANSWER	3									3
SIGMA	441 139.9%	65 196.9%	184 162.8%	124 145.9%	36 225.1%	127 198.5%	64 152.3%	85 188.9%	87 217.5%	3

Q.2- ANNUAL VOLUME OF PRODUCT LINE(S) MANUFACTURED
BY YOUR FIRM:

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	314	33	111	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNDER $5 MILLION	87	9	37	30	6	17	4	13	9	
	27.7%	27.3%	33.3%	35.3%	37.5%	26.6%	9.5%	28.9%	22.5%	
$5 - $10 MILLION	52	4	19	11	2	14	8	9	7	2
	16.6%	12.1%	17.1%	12.9%	12.5%	21.9%	19.0%	20.0%	17.5%	66.7%
$10 - $25 MILLION	69	5	20	16	2	13	12	10	12	
	22.0%	15.2%	18.0%	18.8%	12.5%	20.3%	28.6%	22.2%	30.0%	
$25 - $50 MILLION	38	4	12	10	4	4	6	9	4	
	12.1%	12.1%	10.8%	11.8%	25.0%	6.3%	14.3%	20.0%	10.0%	
OVER $50 MILLION	68	11	23	18	2	16	12	4	8	1
	21.7%	33.3%	20.7%	21.2%	12.5%	25.0%	28.6%	8.9%	20.0%	33.3%
NO ANSWER	2		2							
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.0%	99.9%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.3- NUMBER OF EMPLOYEES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	315 100.0%	33 100.0%	113 100.0%	84 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%
UNDER 100	121 38.4%	15 45.5%	50 44.2%	32 38.1%	8 50.0%	27 42.2%	11 26.2%	18 40.0%	16 40.0%	1 33.3%
100 - 500	122 38.7%	9 27.3%	35 31.0%	33 39.3%	6 37.5%	19 29.7%	19 45.2%	23 51.1%	15 37.5%	1 33.3%
500 - 1,000	41 13.0%	5 15.2%	14 12.4%	7 8.3%		12 18.8%	9 21.4%	2 4.4%	6 15.0%	
OVER 1,000	31 9.8%	4 12.1%	14 12.4%	12 14.3%	2 12.5%	6 9.4%	3 7.1%	2 4.4%	3 7.5%	1 33.3%
NO ANSWER	1			1						
SIGMA	316 99.9%	33 100.1%	113 100.0%	85 100.0%	16 100.0%	64 100.1%	42 99.9%	45 99.9%	40 100.0%	3 99.9%

Q.3- PERCENTAGE OF EMPLOYEES WHO ARE PART-TIME

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	72 100.0%	10 100.0%	24 100.0%	23 100.0%	5 100.0%	17 100.0%	9 100.0%	11 100.0%	9 100.0%	
0%	38 52.8%	7 70.0%	12 50.0%	12 52.2%	2 40.0%	6 35.3%	5 55.6%	7 63.6%	3 33.3%	
1%-4%	16 22.2%	3 30.0%	5 20.8%	4 17.4%	1 20.0%	5 29.4%	3 33.3%	2 18.2%	3 33.3%	
5%-9%	12 16.7%		4 16.7%	6 26.1%	1 20.0%	2 11.8%		1 9.1%	2 22.2%	
10%-14%	3 4.2%		2 8.3%	1 4.3%	1 20.0%	2 11.8%				
20%-29%	1 1.4%					1 5.9%	1 11.1%	1 9.1%	1 11.1%	
50%-74%	2 2.8%		1 4.2%			1 5.9%				
NO ANSWER	244	23	89	62	11	47	33	34	31	3
BASE	72	10	24	23	5	17	9	11	9	
MEAN	3.51	.50	4.13	2.35	3.60	7.12	2.67	2.55	4.00	
SIGMA	316 100.1%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.1%	42 100.0%	45 100.0%	40 99.9%	3

Q.4 UNION STATUS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	211	25	81	56	13	47	24	32	31	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
UNIONIZED	30	2	14	5	2	6	3	4	6	
	14.2%	8.0%	17.3%	8.9%	15.4%	12.8%	12.5%	12.5%	19.4%	
PARTIALLY UNIONIZED	49	4	13	13		15	8	8	7	1
	23.2%	16.0%	16.0%	23.2%		31.9%	33.3%	25.0%	22.6%	50.0%
NO UNION	132	19	54	38	11	26	13	20	18	1
	62.6%	76.0%	66.7%	67.9%	84.6%	55.3%	54.2%	62.5%	58.1%	50.0%
NO ANSWER	105	8	32	29	3	17	18	13	9	1
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.5- WHETHER HAVE PLANS TO INCREASE NUMBER
OF NEW EMPLOYEES IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	315	33	113	84	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	163	18	56	45	10	31	18	22	21	2
	51.7%	54.5%	49.6%	53.6%	62.5%	48.4%	42.9%	48.9%	52.5%	66.7%
NO	152	15	57	39	6	33	24	23	19	1
	48.3%	45.5%	50.4%	46.4%	37.5%	51.6%	57.1%	51.1%	47.5%	33.3%
NO ANSWER	1			1						
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

TABLE 7

Q.5- PERCENTAGE INCREASE OF NEW EMPLOYEES IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	156 100.0%	17 100.0%	54 100.0%	42 100.0%	9 100.0%	30 100.0%	17 100.0%	22 100.0%	19 100.0%	2 100.0%
1%-4%	34 21.8%	3 17.6%	13 24.1%	8 19.0%	1 11.1%	7 23.3%	4 23.5%	6 27.3%	6 31.6%	1 50.0%
5%-9%	39 25.0%	2 11.8%	13 24.1%	15 35.7%	2 22.2%	5 16.7%	3 17.6%	5 22.7%	2 10.5%	1 50.0%
10%-14%	51 32.7%	5 29.4%	21 38.9%	9 21.4%	4 44.4%	10 33.3%	7 41.2%	6 27.3%	6 31.6%	
15%-19%	13 8.3%	4 23.5%	2 3.7%	4 9.5%	1 11.1%	2 6.7%	2 11.8%	3 13.6%		
20%-29%	14 9.0%	1 5.9%	2 3.7%	5 11.9%	1 11.1%	4 13.3%	1 5.9%	2 9.1%	3 15.8%	
50%-74%	4 2.6%	1 5.9%	2 3.7%	1 2.4%		2 6.7%			2 10.5%	
75%-99%	1 .6%	1 5.9%	1 1.9%							
NO ANSWER	7	1	2	3	1	1	1		2	
BASE MEAN	156 10.23	17 17.24	54 10.54	42 9.62	9 9.67	30 12.07	17 8.53	22 8.50	19 13.68	2 3.50
SIGMA	163 100.0%	18 100.0%	56 100.1%	45 99.9%	10 99.9%	31 100.0%	18 100.0%	22 100.0%	21 100.0%	2 100.0%

Q.6- WHETHER COMPANY FORESEE AN INCREASE
IN DIRECT EMPLOYEE WAGE COSTS IN 1988

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	313 100.0%	33 100.0%	113 100.0%	84 100.0%	16 100.0%	64 100.0%	40 100.0%	45 100.0%	40 100.0%	3 100.0%
YES	280 89.5%	30 90.9%	101 89.4%	77 91.7%	15 93.8%	52 81.3%	34 85.0%	41 91.1%	34 85.0%	3 100.0%
NO	33 10.5%	3 9.1%	12 10.6%	7 8.3%	1 6.3%	12 18.8%	6 15.0%	4 8.9%	6 15.0%	
NO ANSWER	3			1			2			
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.1%	64 100.1%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.6- PERCENTAGE INCREASE COMPANY FORESEE
IN DIRECT EMPLOYEE WAGE COSTS

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING		262 100.0%	28 100.0%	97 100.0%	72 100.0%	14 100.0%	48 100.0%	30 100.0%	39 100.0%	31 100.0%	3 100.0%
1%-4%		136 51.9%	16 57.1%	45 46.4%	42 58.3%	8 57.1%	28 58.3%	18 60.0%	17 43.6%	12 38.7%	1 33.3%
5%-9%		110 42.0%	11 39.3%	45 46.4%	23 31.9%	5 35.7%	16 33.3%	11 36.7%	19 48.7%	17 54.8%	2 66.7%
10%-14%		9 3.4%	1 3.6%	4 4.1%	3 4.2%	1 7.1%	2 4.2%		2 5.1%		
15%-19%		4 1.5%		3 3.1%	3 4.2%		2 4.2%			1 3.2%	
20%-29%		2 .8%			1 1.4%			1 3.3%			
30%-39%		1 .4%							1 2.6%	1 3.2%	
NO ANSWER		18	2	4	5	1	4	4	2	3	
	BASE	262	28	97	72	14	48	30	39	31	3
	MEAN	5.04	4.36	5.08	5.24	4.71	5.00	5.23	5.46	5.90	4.67
SIGMA		280 100.0%	30 100.0%	101 100.0%	77 100.0%	15 99.9%	52 100.0%	34 100.0%	41 100.0%	34 99.9%	3 100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: HEALTH BENEFITS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	215 100.0%	29 100.0%	76 100.0%	54 100.0%	14 100.0%	40 100.0%	26 100.0%	32 100.0%	28 100.0%	2 100.0%
0%	4 1.9%	1 3.4%	1 1.3%			1 2.5%		1 3.1%	1 3.6%	
1%-4%	22 10.2%	4 13.8%	5 6.6%	8 14.8%	3 21.4%	6 15.0%	4 15.4%	3 9.4%	2 7.1%	
5%-9%	55 25.6%	7 24.1%	16 21.1%	13 24.1%	3 21.4%	11 27.5%	10 38.5%	9 28.1%	12 42.9%	
10%-14%	53 24.7%	6 20.7%	21 27.6%	17 31.5%	4 28.6%	10 25.0%	4 15.4%	10 31.3%	4 14.3%	1 50.0%
15%-19%	26 12.1%	7 24.1%	10 13.2%	2 3.7%	1 7.1%	2 5.0%	2 7.7%	5 15.6%	3 10.7%	
20%-29%	32 14.9%	3 10.3%	13 17.1%	7 13.0%	1 7.1%	7 17.5%	5 19.2%	3 9.4%	4 14.3%	1 50.0%
30%-39%	7 3.3%		2 2.6%	2 3.7%		1 2.5%	1 3.8%	1 3.1%	1 3.6%	
40%-49%	6 2.8%		1 1.3%	3 5.6%	1 7.1%	1 2.5%				
50%-74%	4 1.9%		3 3.9%	1 1.9%	1 7.1%					
75%-99%	2 .9%	1 3.4%	1 1.3%							
100%	4 1.9%		3 3.9%	1 1.9%		1 2.5%			1 3.6%	
NO ANSWER	101	4	37	31	2	24	16	13	12	1

(CONTINUED...)

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: HEALTH BENEFITS

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
	BASE	215	29	76	54	14	46	26	32	28	2
	MEAN	15.82	13.03	19.30	15.06	14.93	14.28	11.35	11.09	14.57	16.00
SIGMA		316	33	113	85	16	64	42	45	40	3
		100.2%	99.8%	99.9%	100.2%	99.8%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: PENSIONS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	170 100.0%	23 100.0%	55 100.0%	40 100.0%	8 100.0%	32 100.0%	27 100.0%	29 100.0%	19 100.0%	3 100.0%
0%	27 15.9%	4 17.4%	9 16.4%	4 10.0%	1 12.5%	8 25.0%	4 14.8%	8 27.6%	5 26.3%	
1%-4%	52 30.6%	4 17.4%	14 25.5%	16 40.0%	4 50.0%	10 31.3%	11 40.7%	7 24.1%	5 26.3%	
5%-9%	44 25.9%	5 21.7%	11 20.0%	9 22.5%	1 12.5%	9 28.1%	6 22.2%	5 17.2%	5 26.3%	2 66.7%
10%-14%	30 17.6%	8 34.8%	14 25.5%	7 17.5%		3 9.4%	4 14.8%	7 24.1%	4 21.1%	1 33.3%
15%-19%	9 5.3%	2 8.7%	3 5.5%	2 5.0%	2 25.0%		2 7.4%	2 6.9%		
20%-29%	2 1.2%		1 1.8%	1 2.5%						
30%-39%	1 .6%					1 3.1%				
50%-74%	1 .6%		1 1.8%							
75%-99%	1 .6%					1 3.1%				
100%	3 1.8%		2 3.6%	1 2.5%						
NO ANSWER	146	10	58	45	8	32	15	16	21	
BASE MEAN	170 8.14	23 6.83	55 10.53	40 8.23	8 6.00	32 7.00	27 4.93	29 5.69	19 4.95	3 6.67
SIGMA	316 100.1%	33 100.0%	113 100.1%	85 100.0%	16 100.0%	64 100.0%	42 99.9%	45 99.9%	40 100.0%	3 100.0%

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: OTHER

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	139 100.0%	20 100.0%	54 100.0%	29 100.0%	6 100.0%	30 100.0%	14 100.0%	23 100.0%	18 100.0%	2 100.0%
0%	13 9.4%	2 10.0%	4 7.4%	2 6.9%		5 16.7%	1 7.1%	3 13.0%	1 5.6%	
1%-4%	18 12.9%	3 15.0%	4 7.4%	8 27.6%	1 16.7%	3 10.0%	2 14.3%	5 21.7%	3 16.7%	
5%-9%	35 25.2%	4 20.0%	12 22.2%	2 6.9%	1 16.7%	11 36.7%	4 28.6%	3 13.0%	8 44.4%	1 50.0%
10%-14%	35 25.2%	7 35.0%	18 33.3%	6 20.7%		2 6.7%	6 42.9%	9 39.1%	4 22.2%	
15%-19%	17 12.2%	2 10.0%	8 14.8%	4 13.8%	2 33.3%	5 16.7%	1 7.1%	2 8.7%	1 5.6%	
20%-29%	11 7.9%		5 9.3%	3 10.3%		1 3.3%		1 4.3%		1 50.0%
30%-39%	2 1.4%	1 5.0%				1 3.3%				
40%-49%	1 .7%			1 3.4%						
50%-74%	5 3.6%	1 5.0%	2 3.7%	2 6.9%	1 16.7%	1 3.3%				
75%-99%	1 .7%			1 3.4%	1 16.7%	1 3.3%			1 5.6%	
100%	1 .7%		1 1.9%							
NO ANSWER	177	13	59	56	10	34	28	22	22	1

(CONTINUED...)

Q.7- PERCENTAGE OF EMPLOYEE EXPENSE ATTRIBUTED
TO INDIRECT COSTS: OTHER

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
BASE	139	20	54	29	6	30	14	23	18	2
MEAN	12.66	12.25	13.67	16.10	28.67	13.03	7.79	8.65	11.00	12.50
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	100.0%	100.0%	99.9%	100.1%	100.0%	100.0%	99.8%	100.1%	100.0%

Q.5- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: FAMILY PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	197 100.0%	18 100.0%	67 100.0%	57 100.0%	11 100.0%	41 100.0%	23 100.0%	29 100.0%	21 100.0%	1 100.0%
0%	27 13.7%	2 11.1%	8 11.9%	15 26.3%	1 9.1%	6 14.6%	2 8.7%	2 6.9%	1 4.8%	
1%-4%	1 .5%					1 2.4%				
5%-9%	3 1.5%		1 1.5%			2 4.9%		1 3.4%	1 4.8%	
10%-14%	7 3.6%		3 4.5%	1 1.8%				2 6.9%	2 9.5%	
15%-19%	5 2.5%		2 3.0%	1 1.8%	2 18.2%	3 7.3%	1 4.3%		1 4.8%	
20%-29%	5 2.5%		4 6.0%	1 1.8%		1 2.4%	1 4.3%		1 4.8%	
30%-39%	4 2.0%	1 5.6%	1 1.5%			1 2.4%	1 4.3%			
40%-49%	2 1.0%			2 3.5%				1 3.4%		
50%-74%	43 21.8%	6 33.3%	15 22.4%	14 24.6%	2 18.2%	6 14.6%	4 17.4%	9 31.0%	6 28.6%	
75%-99%	53 26.9%	4 22.2%	18 26.9%	12 21.1%	4 36.4%	9 22.0%	7 30.4%	8 27.6%	3 14.3%	1 100.0%
100%	47 23.9%	5 27.8%	15 22.4%	11 19.3%	2 18.2%	12 29.3%	7 30.4%	6 20.7%	6 28.6%	
NO ANSWER	119	15	46	28	5	23	19	16	19	2

(CONTINUED...)

Q.8- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: FAMILY PLAN

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
BASE	197	18	67	57	11	41	23	29	21	1
MEAN	61.93	67.39	61.33	53.47	61.91	60.59	68.78	65.07	60.62	80.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	100.0%	100.1%	100.2%	100.1%	99.9%	99.8%	99.9%	100.2%	100.0%

TABLE 14

Q.8- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION
TO EMPLOYEE'S HEALTH CARE INSURANCE: INDIVIDUAL PLAN

	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
TOTAL ANSWERING	196 100.0%	19 100.0%	66 100.0%	59 100.0%	12 100.0%	37 100.0%	21 100.0%	31 100.0%	19 100.0%	1 100.0%
0%	5 2.6%		3 4.5%	2 3.4%		2 5.4%	1 4.8%		1 5.3%	
1%-4%	2 1.0%					1 2.7%		1 3.2%		
5%-9%	3 1.5%		1 1.5%	1 1.7%		1 2.7%				
10%-14%	5 2.6%		3 4.5%		1 8.3%	2 5.4%	1 4.8%	1 3.[illegible]%	2 10.5%	
15%-19%	3 1.5%		1 1.5%	2 3.4%	1 8.3%	1 2.7%			1 5.3%	
20%-29%	5 2.6%		2 3.0%	2 3.4%		1 2.7%	1 4.8%	2 6.5%	1 5.3%	
30%-39%	2 1.0%	1 5.3%				1 2.7%	1 4.8%			
40%-49%	2 1.0%			1 1.7%		1 2.7%				
50%-74%	33 16.8%	6 31.6%	13 19.7%	14 23.7%	1 8.3%	3 8.1%	1 4.8%	5 16.1%	3 15.8%	
75%-99%	36 18.4%	2 10.5%	15 22.7%	9 15.3%	4 33.3%	6 16.2%	4 19.0%	3 9.7%	3 15.8%	
100%	100 51.0%	10 52.6%	28 42.4%	28 47.5%	5 41.7%	18 48.6%	12 57.1%	19 61.3%	8 42.1%	1 100.0%
NO ANSWER	120	14	47	26	4	27	21	14	21	2

(CONTINUED...)

Q.8- PERCENTAGE OF COMPANY'S MONTHLY CONTRIBUTION TO EMPLOYEE'S HEALTH CARE INSURANCE: INDIVIDUAL PLAN

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
BASE	196	19	66	59	12	37	21	31	19	1
MEAN	78.55	80.26	74.41	76.98	77.33	71.38	79.81	81.68	68.16	100.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	99.8%	100.1%	99.9%	99.9%	100.1%	100.0%	100.1%	100.0%

Q.9- DOES FIRM EXPECT AN INCREASE IN UNIT SALES IN 1988?

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312 100.0%	33 100.0%	112 100.0%	84 100.0%	16 100.0%	63 100.0%	41 100.0%	45 100.0%	40 100.0%	3 100.0%
YES	277 88.8%	28 84.8%	94 83.9%	74 88.1%	16 100.0%	55 87.3%	40 97.6%	40 88.9%	36 90.0%	3 100.0%
NO	35 11.2%	5 15.2%	18 16.1%	10 11.9%		8 12.7%	1 2.4%	5 11.1%	4 10.0%	
NO ANSWER	4		1	1		1	1			
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.9- ESTIMATE OF PERCENTAGE INCREASE OF UNIT SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	258	26	85	69	15	51	35	38	34	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	30	3	12	9	3	7	3	6	3	
	11.6%	11.5%	14.1%	13.0%	20.0%	13.7%	8.6%	15.8%	8.8%	
5%-9%	67	5	22	18	1	10	9	12	10	
	26.0%	19.2%	25.9%	26.1%	6.7%	19.6%	25.7%	31.6%	29.4%	
10%-14%	81	10	28	22	4	13	12	13	11	2
	31.4%	38.5%	32.9%	31.9%	26.7%	25.5%	34.3%	34.2%	32.4%	66.7%
15%-19%	38	5	14	8	4	8	7	1	4	
	14.7%	19.2%	16.5%	11.6%	26.7%	15.7%	20.0%	2.6%	11.8%	
20%-29%	27	2	5	7	1	8	2	6	5	
	10.5%	7.7%	5.9%	10.1%	6.7%	15.7%	5.7%	15.8%	14.7%	
30%-39%	8	1	2	1	1	3	1			1
	3.1%	3.8%	2.4%	1.4%	6.7%	5.9%	2.9%			33.3%
40%-49%	1			1						
	.4%			1.4%						
50%-74%	5		1	3	1	1	1			
	1.9%		1.2%	4.3%	6.7%	2.0%	2.9%			
100%	1		1			1			1	
	.4%		1.2%			2.0%			2.9%	
NO ANSWER	19	2	9	5	1	4	5	2	2	
BASE	258	26	85	69	15	51	35	38	34	3
MEAN	12.33	11.23	11.77	12.88	14.60	14.78	11.91	10.08	13.56	16.67
SIGMA	277	28	94	74	16	55	40	40	36	3
	100.0%	99.9%	100.1%	99.8%	100.2%	100.1%	100.1%	100.0%	100.0%	100.0%

Q.10. DOES FIRM EXPECT INCREASE IN DOLLAR SALES VOLUME IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312 100.0%	33 100.0%	112 100.0%	84 100.0%	16 100.0%	63 100.0%	41 100.0%	45 100.0%	40 100.0%	3 100.0%
YES	282 90.4%	30 90.9%	98 87.5%	77 91.7%	16 100.0%	55 87.3%	39 95.1%	41 91.1%	35 87.5%	3 100.0%
NO	30 9.6%	3 9.1%	14 12.5%	7 8.3%		8 12.7%	2 4.9%	4 8.9%	5 12.5%	
NO ANSWER	4		1	1		1	1			
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.10- ESTIMATE OF PERCENTAGE INCREASE OF DOLLAR SALES VOLUME

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	266 100.0%	29 100.0%	92 100.0%	73 100.0%	15 100.0%	53 100.0%	36 100.0%	40 100.0%	33 100.0%	3 100.0%
1%-4%	11 4.1%		3 3.3%	5 6.8%		3 5.7%		1 2.5%	1 3.0%	
5%-9%	76 28.6%	10 34.5%	32 34.8%	19 26.0%	4 26.7%	18 34.0%	11 30.6%	15 37.5%	12 36.4%	
10%-14%	80 30.1%	7 24.1%	29 31.5%	19 26.0%	4 26.7%	10 18.9%	11 30.6%	12 30.0%	5 15.2%	2 66.7%
15%-19%	40 15.0%	5 17.2%	13 14.1%	12 16.4%	1 6.7%	7 13.2%	8 22.2%	4 10.0%	6 18.2%	
20%-29%	38 14.3%	5 17.2%	8 8.7%	13 17.8%	4 26.7%	8 15.1%	4 11.1%	6 15.0%	8 24.2%	1 33.3%
30%-39%	9 3.4%	2 6.9%	4 4.3%		1 6.7%	3 5.7%	1 2.8%	1 2.5%		
40%-49%	5 1.9%		1 1.1%	3 4.1%				1 2.5%		
50%-74%	5 1.9%		1 1.1%	1 1.4%		2 3.8%	1 2.8%			
75%-99%	1 .4%			1 1.4%	1 6.7%	1 1.9%				
100%	1 .4%		1 1.1%			1 1.9%			1 3.0%	
NO ANSWER	16	1	6	4	1	2	3	1	2	
BASE	266	29	92	73	15	53	36	40	33	3
MEAN	14.36	13.62	13.73	14.69	18.27	16.85	13.28	12.78	15.27	13.33
SIGMA	282 100.1%	30 99.9%	98 100.0%	77 99.9%	16 100.2%	55 100.2%	39 100.1%	41 100.0%	35 100.0%	3 100.0%

Q.11- DOES FIRM PLAN TO INCREASE PLANT AND EQUIPMENT PURCHASES IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	307 100.0%	33 100.0%	112 100.0%	81 100.0%	16 100.0%	63 100.0%	40 100.0%	43 100.0%	40 100.0%	2 100.0%
YES	175 57.0%	21 63.6%	58 51.8%	53 65.4%	12 75.0%	34 54.0%	24 60.0%	32 74.4%	22 55.0%	1 50.0%
NO	132 43.0%	12 36.4%	54 48.2%	28 34.6%	4 25.0%	29 46.0%	16 40.0%	11 25.6%	18 45.0%	1 50.0%
NO ANSWER	9		1	4		1	2	2		1
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.11- PERCENTAGE OF INCREASE IN SALES VOLUME

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	143 100.0%	13 100.0%	43 100.0%	45 100.0%	10 100.0%	29 100.0%	20 100.0%	28 100.0%	18 100.0%	1 100.0%
1%-4%	65 45.5%	8 61.5%	16 37.2%	19 42.2%	5 50.0%	16 55.2%	9 45.0%	16 57.1%	6 33.3%	1 100.0%
5%-9%	47 32.9%	2 15.4%	16 37.2%	14 31.1%	3 30.0%	8 27.6%	3 15.0%	11 39.3%	10 55.6%	
10%-14%	20 14.0%	1 7.7%	6 14.0%	8 17.8%	1 10.0%	2 6.9%	7 35.0%			
15%-19%	5 3.5%	2 15.4%	3 7.0%				1 5.0%	1 3.6%	1 5.6%	
20%-29%	4 2.8%		1 2.3%	3 6.7%	1 10.0%	2 6.9%				
30%-39%	1 .7%			1 2.2%						
50%-74%	1 .7%		1 2.3%			1 3.4%			1 5.6%	
NO ANSWER	32	8	15	8	2	5	4	4	4	
BASE	143	13	43	45	10	29	20	28	18	1
MEAN	6.06	5.46	7.42	6.91	5.70	6.48	6.00	3.89	7.50	2.00
SIGMA	175 100.1%	21 100.0%	58 100.0%	53 100.0%	12 100.0%	34 100.0%	24 100.0%	32 100.0%	22 100.1%	1 100.0%

TABLE 21

Q.12- DOES FIRM PLAN TO EXPAND PHYSICAL PLANT IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	314	33	113	84	16	64	42	43	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	73	15	24	19	4	13	13	12	6	
	23.2%	45.5%	21.2%	22.6%	25.0%	20.3%	31.0%	27.9%	15.0%	
NO	241	18	89	65	12	51	29	31	34	3
	76.8%	54.5%	78.8%	77.4%	75.0%	79.7%	69.0%	72.1%	85.0%	100.0%
NO ANSWER	2			1				2		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	274 100.0%	26 100.0%	94 100.0%	73 100.0%	16 100.0%	53 100.0%	41 100.0%	41 100.0%	35 100.0%	3 100.0%
1.5%	2 .7%						2 4.9%			
2.0%	4 1.5%		1 1.1%	1 1.4%				2 4.9%		
2.5%	1 .4%			1 1.4%						
2.8%	1 .4%	1 3.8%					1 2.4%			
3.0%	19 6.9%	4 15.4%	9 9.6%	3 4.1%	2 12.5%	4 7.5%	1 2.4%	3 7.3%	3 8.6%	
3.5%	6 2.2%	1 3.8%	1 1.1%	3 4.1%		3 5.7%		1 2.4%		
3.8%	2 .7%		1 1.1%		1 6.3%					
4.0%	91 33.2%	8 30.8%	30 31.9%	27 37.0%	6 37.5%	17 32.1%	12 29.3%	13 31.7%	10 28.6%	2 66.7%
4.2%	4 1.5%		1 1.1%	1 1.4%	1 6.3%	3 5.7%	1 2.4%			
4.3%	2 .7%	1 3.8%		1 1.4%		1 1.9%		1 2.4%		
4.4%	1 .4%						1 2.4%			
4.5%	25 9.1%	1 3.8%	6 6.4%	6 8.2%	1 6.3%	6 11.3%	5 12.2%	4 9.8%	4 11.4%	
5.0%	69 25.2%	5 19.2%	30 31.9%	17 23.3%	4 25.0%	12 22.6%	11 26.8%	10 24.4%	12 34.3%	1 33.3%

(CONTINUED...)

TABLE 22-1

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"INFLATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
5.5%	6 2.2%		1 1.1%	3 4.1%			1 2.4%	1 2.4%		
5.8%	1 .4%						1 2.4%			
6.0%	28 10.2%	3 11.5%	10 10.6%	9 12.3%	1 6.3%	4 7.5%	3 7.3%	4 9.8%	4 11.4%	
6.5%	1 .4%					1 1.9%				
7.0%	4 1.5%		2 2.1%			1 1.9%	2 4.9%	1 2.4%	1 2.9%	
8.0%	3 1.1%	1 3.8%	1 1.1%					1 2.4%	1 2.9%	
9.0%	1 .4%					1 1.9%				
10.0%	2 .7%	1 3.8%	1 1.1%							
12.0%	1 .4%			1 1.4%						
NO ANSWER	42	7	19	12		11	1	4	5	
BASE	274	26	94	73	16	53	41	41	35	3
MEAN	4.60	4.62	4.63	4.59	4.28	4.55	4.54	4.52	4.74	4.33
SIGMA	316 100.2%	33 99.7%	113 100.2%	85 100.1%	16 100.2%	64 100.0%	42 99.8%	45 99.9%	40 100.1%	3 100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	248 100.0%	25 100.0%	85 100.0%	68 100.0%	16 100.0%	47 100.0%	35 100.0%	37 100.0%	32 100.0%	2 100.0%
.5%	1 .4%		1 1.2%							
1.0%	4 1.6%	2 8.0%					1 2.9%			1 50.0%
1.8%	1 .4%					1 2.1%				
2.0%	2 .8%		2 2.4%							
2.5%	1 .4%		1 1.2%							
3.0%	4 1.6%			1 1.5%	1 6.3%	2 4.3%	1 2.9%			
3.2%	1 .4%		1 1.2%							
4.0%	4 1.6%		1 1.2%	1 1.5%				2 5.4%	1 3.1%	
4.3%	2 .8%		1 1.2%				1 2.9%			
5.0%	13 5.2%	1 4.0%	3 3.5%	4 5.9%		3 6.4%	3 8.6%		3 9.4%	1 50.0%
5.1%	1 .4%				1 6.3%					
5.5%	8 3.2%		1 1.2%	2 2.9%	1 6.3%	1 2.1%	1 2.9%	2 5.4%	1 3.1%	
5.6%	2 .8%		1 1.2%					1 2.7%		

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
5.7%	1 .4%		1 1.2%	1 1.5%		1 2.1%				
6.0%	62 25.0%	6 24.0%	21 24.7%	19 27.9%	5 31.3%	10 21.3%	8 22.9%	6 16.2%	8 25.0%	
6.1%	2 .8%		1 1.2%			1 2.1%			1 3.1%	
6.2%	5 2.0%	2 8.0%	1 1.2%		1 6.3%	1 2.1%	3 8.6%	1 2.7%		
6.3%	1 .4%					1 2.1%				
6.5%	22 8.9%	3 12.0%	5 5.9%	10 14.7%	3 18.8%	7 14.9%	3 8.6%	6 16.2%	5 15.6%	
6.7%	1 .4%		1 1.2%							
6.8%	4 1.6%		2 2.4%	2 2.9%		2 4.3%	1 2.9%	1 2.7%		
6.9%	1 .4%			1 1.5%						
7.0%	66 26.6%	6 24.0%	22 25.9%	18 26.5%	2 12.5%	11 23.4%	7 20.0%	13 35.1%	8 25.0%	
7.1%	1 .4%		1 1.2%							
7.2%	1 .4%		1 1.2%							
7.3%	1 .4%			1 1.5%						
7.5%	11 4.4%	1 4.0%	3 3.5%	5 7.4%	1 6.3%	1 2.1%	1 2.9%	1 2.7%	1 3.1%	

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"UNEMPLOYMENT"

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
8.0%		15	3	8	3		2	3	3	3	
		6.0%	12.0%	9.4%	4.4%		4.3%	8.6%	8.1%	9.4%	
8.5%		1		1							
		.4%		1.2%							
9.0%		5	1	2			2	1	1		
		2.0%	4.0%	2.4%			4.3%	2.9%	2.7%		
10.0%		4		3		1	1	1		1	
		1.6%		3.5%		6.3%	2.1%	2.9%		3.1%	
NO ANSWER		68	8	28	17		17	7	8	8	1
	BASE	248	25	85	68	16	47	35	37	32	2
	MEAN	6.33	6.30	6.50	6.44	6.30	6.39	6.32	6.60	6.52	3.00
SIGMA		316	33	113	85	16	64	42	45	40	3
		99.7%	100.0%	100.4%	100.1%	100.4%	100.0%	100.5%	99.9%	99.9%	100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	195 100.0%	16 100.0%	64 100.0%	57 100.0%	10 100.0%	34 100.0%	28 100.0%	30 100.0%	20 100.0%	2 100.0%
.0%	1 .5%		1 1.6%							
1.0%	5 2.6%		3 4.7%		1 10.0%			1 3.3%		
1.5%	10 5.1%		4 6.3%	4 7.0%	1 10.0%	3 8.8%	1 3.6%	1 3.3%	1 5.0%	
1.8%	3 1.5%		1 1.6%				2 7.1%		1 5.0%	
1.9%	1 .5%		1 1.6%			1 2.9%				
2.0%	49 25.1%	3 18.8%	10 15.6%	12 21.1%	1 10.0%	12 35.3%	4 14.3%	12 40.0%	6 30.0%	
2.1%	2 1.0%	1 6.3%		1 1.8%	1 10.0%			1 3.3%		
2.2%	2 1.0%					1 2.9%	1 3.6%			
2.3%	3 1.5%	1 6.3%	1 1.6%				1 3.6%			
2.4%	2 1.0%			1 1.8%			1 3.6%			
2.5%	25 12.8%	1 6.3%	6 9.4%	7 12.3%	1 10.0%	5 14.7%	4 14.3%	5 16.7%	5 25.0%	1 50.0%
2.6%	1 .5%			1 1.8%						
2.8%	2 1.0%	1 6.3%		1 1.8%			1 3.6%			

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
2.9%	1 .5%		1 1.6%	1 1.8%		1 2.9%				
3.0%	48 24.6%	6 37.5%	19 29.7%	18 31.6%	3 30.0%	3 8.8%	6 21.4%	6 20.0%	4 20.0%	1 50.0%
3.2%	1 .5%		1 1.6%							
3.4%	1 .5%		1 1.6%	1 1.8%		1 2.9%				
3.5%	3 1.5%	1 6.3%	2 3.1%				1 3.6%			
3.7%	1 .5%			1 1.8%						
3.8%	2 1.0%		1 1.6%				1 3.6%			
4.0%	13 6.7%		6 9.4%	2 3.5%	1 10.0%	2 5.9%	4 14.3%	1 3.3%		
4.5%	3 1.5%		1 1.6%	3 5.3%		2 5.9%				
5.0%	11 5.6%	1 6.3%	5 7.8%	2 3.5%			1 3.6%	2 6.7%	2 10.0%	
7.0%	4 2.1%	1 6.3%		1 1.8%	1 10.0%	3 8.8%		1 3.3%	1 5.0%	
7.5%	1 .5%			1 1.8%						
NO ANSWER	121	17	49	28	6	30	14	15	20	1

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"GROSS NATIONAL PRODUCT"

			PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
	BASE	195	16	64	57	10	34	28	30	20	2
	MEAN	2.81	3.08	2.83	2.94	2.91	2.89	2.83	2.67	2.84	2.75
SIGMA		316	33	113	85	16	64	42	45	40	3
		99.6%	100.4%	100.4%	100.5%	100.0%	99.8%	100.2%	99.9%	100.0%	100.0%

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	239 100.0%	24 100.0%	79 100.0%	67 100.0%	13 100.0%	46 100.0%	34 100.0%	38 100.0%	32 100.0%	2 100.0%
1.0%	5 2.1%		1 1.3%	2 3.0%		2 4.3%				
2.0%	5 2.1%	1 4.2%	3 3.8%			1 2.2%	1 2.9%	1 2.6%	1 3.1%	
3.0%	1 .4%						1 2.9%			
5.0%	1 .4%							1 2.6%		
6.0%	3 1.3%			1 1.5%		1 2.2%	1 2.9%		1 3.1%	
7.0%	2 .8%			1 1.5%			1 2.9%			
7.5%	5 2.1%	2 8.3%	2 2.5%		1 7.7%	1 2.2%	1 2.9%	2 5.3%		
7.8%	1 .4%			1 1.5%						
8.0%	35 14.6%	2 8.3%	9 11.4%	10 14.9%		5 10.9%	7 20.6%	11 28.9%	4 12.5%	
8.3%	3 1.3%		1 1.3%	1 1.5%		3 6.5%	1 2.9%	1 2.6%	1 3.1%	
8.5%	28 11.7%	2 8.3%	3 3.8%	9 13.4%	2 15.4%	4 8.7%	6 17.6%	5 13.2%	4 12.5%	1 50.0%
8.7%	4 1.7%	2 8.3%	1 1.3%	2 3.0%	1 7.7%	1 2.2%		2 5.3%	2 6.3%	
8.8%	6 2.5%		3 3.8%			3 6.5%				

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
8.9%	1 .4%		1 1.3%			1 2.2%				
9.0%	62 25.9%	6 25.0%	20 25.3%	18 26.9%	4 30.8%	9 19.6%	8 23.5%	3 7.9%	8 25.0%	1 50.0%
9.1%	1 .4%		1 1.3%							
9.3%	1 .4%		1 1.3%							
9.5%	15 6.3%	3 12.5%	6 7.6%	3 4.5%	1 7.7%	6 13.0%	1 2.9%	1 2.6%	2 6.3%	
9.8%	1 .4%		1 1.3%				1 2.9%			
10.0%	33 13.8%	3 12.5%	15 19.0%	11 16.4%	3 23.1%	4 8.7%	2 5.9%	6 15.8%	4 12.5%	
10.4%	1 .4%			1 1.5%				1 2.6%		
10.5%	4 1.7%	2 8.3%	3 3.8%						1 3.1%	
10.7%	1 .4%			1 1.5%					1 3.1%	
11.0%	14 5.9%		6 7.6%	4 6.0%	1 7.7%	3 6.5%	2 5.9%	3 7.9%	1 3.1%	
11.5%	1 .4%		1 1.3%			1 2.2%			1 3.1%	
12.0%	3 1.3%	1 4.2%	1 1.3%	1 1.5%			1 2.9%	1 2.6%		
13.0%	2 .8%			1 1.5%		1 2.2%			1 3.1%	

(CONTINUED...)

Q.13- YOUR FORECAST FOR 1988 FOR THE FOLLOWING ECONOMIC INDICES
(FOR THE 12-MONTH PERIOD AVERAGE):
"PRIME INTEREST RATE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
NO ANSWER	77	9	34	18	3	18	8	7	8	1
BASE	239	24	79	67	13	46	34	38	32	2
MEAN	8.74	8.87	8.96	8.89	9.21	8.61	8.42	8.69	8.98	8.75
SIGMA	316 99.9%	33 99.9%	113 100.3%	85 100.1%	16 100.1%	64 100.1%	42 99.6%	45 99.9%	40 99.9%	3 100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING FEDERAL DISCRETIONARY SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312 100.0%	31 100.0%	110 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	44 100.0%	39 100.0%	3 100.0%
YES	299 95.8%	29 93.5%	105 95.5%	80 94.1%	15 93.8%	60 93.8%	42 100.0%	41 93.2%	36 92.3%	3 100.0%
NO	3 1.0%	1 3.2%		2 2.4%						
UNSURE	10 3.2%	1 3.2%	5 4.5%	3 3.5%	1 6.3%	4 6.3%		3 6.8%	3 7.7%	
NO ANSWER	4	2	3					1	1	
SIGMA	316 100.0%	33 99.9%	113 100.0%	85 100.0%	16 100.1%	64 100.1%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING SPENDING ON ENTITLEMENT PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	304 100.0%	31 100.0%	109 100.0%	82 100.0%	16 100.0%	62 100.0%	39 100.0%	43 100.0%	38 100.0%	3 100.0%
YES	248 81.6%	27 87.1%	86 78.9%	74 90.2%	13 81.3%	49 79.0%	31 79.5%	36 83.7%	29 76.3%	2 66.7%
NO	26 8.6%	2 6.5%	6 5.5%	4 4.9%	1 6.3%	7 11.3%	4 10.3%	5 11.6%	5 13.2%	
UNSURE	30 9.9%	2 6.5%	17 15.6%	4 4.9%	2 12.5%	6 9.7%	4 10.3%	2 4.7%	4 10.5%	1 33.3%
NO ANSWER	12	2	4	3		2	3	2	2	
SIGMA	316 100.1%	33 100.1%	113 100.0%	85 100.0%	16 100.1%	64 100.0%	42 100.1%	45 100.0%	40 100.0%	3 100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
REDUCING DEFENSE SPENDING

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	310 100.0%	31 100.0%	108 100.0%	85 100.0%	15 100.0%	64 100.0%	42 100.0%	44 100.0%	37 100.0%	3 100.0%
YES	204 65.8%	23 74.2%	68 63.0%	63 74.1%	12 80.0%	47 73.4%	22 52.4%	29 65.9%	23 62.2%	3 100.0%
NO	70 22.6%	6 19.4%	24 22.2%	13 15.3%	3 20.0%	12 18.8%	14 33.3%	11 25.0%	10 27.0%	
UNSURE	36 11.6%	2 6.5%	16 14.8%	9 10.6%		5 7.8%	6 14.3%	4 9.1%	4 10.8%	
NO ANSWER	6	2	5		1			1	3	
SIGMA	316 100.0%	33 100.1%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

TABLE 29

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
SELECTIVELY RAISING TAXES (E.G. OIL IMPORT FEES)

PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM

	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	305	28	108	81	16	64	42	42	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	198	22	71	61	12	38	30	21	19	3
	64.9%	78.6%	65.7%	75.3%	75.0%	59.4%	71.4%	50.0%	50.0%	100.0%
NO	82	6	24	15	2	20	9	19	13	
	26.9%	21.4%	22.2%	18.5%	12.5%	31.3%	21.4%	45.2%	34.2%	
UNSURE	25		13	5	2	6	3	2	6	
	8.2%		12.0%	6.2%	12.5%	9.4%	7.1%	4.8%	15.8%	
NO ANSWER	11	5	5	4				3	2	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	99.9%	100.0%	100.0%	100.1%	99.9%	100.0%	100.0%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
IMPOSING CONSUMPTION TAX

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	298	27	104	82	14	62	40	43	35	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	67	10	23	15	2	11	11	12	8	2
	22.5%	37.0%	22.1%	18.3%	14.3%	17.7%	27.5%	27.9%	22.9%	66.7%
NO	180	13	65	49	10	39	22	26	22	1
	60.4%	48.1%	62.5%	59.8%	71.4%	62.9%	55.0%	60.5%	62.9%	33.3%
UNSURE	51	4	16	18	2	12	7	5	5	
	17.1%	14.8%	15.4%	22.0%	14.3%	19.4%	17.5%	11.6%	14.3%	
NO ANSWER	18	6	9	3	2	2	2	2	5	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%

Q.14- WOULD YOU REDUCE BUDGET DEFICITS BY:
ABIDING BY GRAMM-RUDMAN FOR ACCROSS-THE-BOARD CUTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	299 100.0%	28 100.0%	104 100.0%	80 100.0%	15 100.0%	62 100.0%	41 100.0%	43 100.0%	35 100.0%	3 100.0%
YES	185 61.9%	20 71.4%	60 57.7%	49 61.3%	9 60.0%	40 64.5%	22 53.7%	29 67.4%	24 68.6%	2 66.7%
NO	61 20.4%	6 21.4%	22 21.2%	19 23.8%	3 20.0%	9 14.5%	9 22.0%	9 20.9%	4 11.4%	1 33.3%
UNSURE	53 17.7%	2 7.1%	22 21.2%	12 15.0%	3 20.0%	13 21.0%	10 24.4%	5 11.6%	7 20.0%	
NO ANSWER	17	5	9	5	1	2	1	2	5	
SIGMA	316 100.0%	33 99.9%	113 100.1%	85 100.1%	16 100.0%	64 100.0%	42 100.1%	45 99.9%	40 100.0%	3 100.0%

Q.15- HOW ASSESSED THE REAGAN ADMINISTRATION'S POLICY REGARDING FOREIGN IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	308 100.0%	31 100.0%	109 100.0%	85 100.0%	16 100.0%	61 100.0%	42 100.0%	43 100.0%	39 100.0%	3 100.0%
RESTRICTIVE	6 1.9%	1 3.2%	3 2.8%		1 6.3%	3 4.9%				
LENIENT	187 60.7%	19 61.3%	70 64.2%	50 58.8%	10 62.5%	35 57.4%	28 66.7%	26 60.5%	25 64.1%	1 33.3%
ABOUT RIGHT	115 37.3%	11 35.5%	36 33.0%	35 41.2%	5 31.3%	23 37.7%	14 33.3%	17 39.5%	14 35.9%	2 66.7%
NO ANSWER	8	2	4			3		2	1	
SIGMA	316 99.9%	33 100.0%	113 100.0%	85 100.0%	16 100.1%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.16- IMPACT IMPORTS HAD ON YOUR COMPANY'S SALES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	313 100.0%	33 100.0%	110 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%
A SIGNIFICANT IMPACT	101 32.3%	7 21.2%	41 37.3%	36 42.4%	4 25.0%	16 25.0%	4 9.5%	10 22.2%	14 35.0%	2 66.7%
MINOR BUT GROWING IMPACT	131 41.9%	11 33.3%	47 42.7%	31 36.5%	8 50.0%	34 53.1%	21 50.0%	15 33.3%	18 45.0%	1 33.3%
NO IMPACT AT ALL	81 25.9%	15 45.5%	22 20.0%	18 21.2%	4 25.0%	14 21.9%	17 40.5%	20 44.4%	8 20.0%	
NO ANSWER	3		3							
SIGMA	316 100.1%	33 100.0%	113 100.0%	85 100.1%	16 100.0%	64 100.0%	42 100.0%	45 99.9%	40 100.0%	3 100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
PRICE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	306 100.0%	30 100.0%	110 100.0%	81 100.0%	16 100.0%	63 100.0%	41 100.0%	43 100.0%	39 100.0%	3 100.0%
VERY IMPORTANT "3"	263 85.9%	23 76.7%	96 87.3%	75 92.6%	14 87.5%	57 90.5%	29 70.7%	35 81.4%	35 89.7%	2 66.7%
MODERATELY IMPORTANT "2"	41 13.4%	7 23.3%	13 11.8%	6 7.4%	2 12.5%	6 9.5%	10 24.4%	8 18.6%	4 10.3%	1 33.3%
NOT IMPORTANT "1"	2 .7%		1 .9%				2 4.9%			
NO ANSWER	10	3	3	4		1	1	2	1	
BASE	306	30	110	81	16	63	41	43	39	3
MEAN	2.85	2.77	2.86	2.93	2.88	2.91	2.66	2.81	2.90	2.67
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

TABLE 35

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
VALUE OF U.S. DOLLAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	293	29	107	75	15	58	41	41	36	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	160	16	49	47	7	33	21	19	22	2
"3"	54.6%	55.2%	45.8%	62.7%	46.7%	56.9%	51.2%	46.3%	61.1%	66.7%
MODERATELY IMPORTANT	112	11	49	21	8	21	17	19	9	1
"2"	38.2%	37.9%	45.8%	28.0%	53.3%	36.2%	41.5%	46.3%	25.0%	33.3%
NOT IMPORTANT	21	2	9	7		4	3	3	5	
"1"	7.2%	6.9%	8.4%	9.3%		6.9%	7.3%	7.3%	13.9%	
NO ANSWER	23	4	6	10	1	6	1	4	4	
BASE	293	29	107	75	15	58	41	41	36	3
MEAN	2.47	2.48	2.37	2.53	2.47	2.50	2.44	2.39	2.47	2.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	99.9%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
QUALITY OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	301 100.0%	30 100.0%	108 100.0%	80 100.0%	16 100.0%	62 100.0%	40 100.0%	43 100.0%	37 100.0%	3 100.0%
VERY IMPORTANT "3"	101 33.6%	15 50.0%	34 31.5%	19 23.8%	7 43.8%	19 30.6%	19 47.5%	18 41.9%	15 40.5%	1 33.3%
MODERATELY IMPORTANT "2"	150 49.8%	13 43.3%	51 47.2%	44 55.0%	8 50.0%	28 45.2%	19 47.5%	19 44.2%	18 48.6%	2 66.7%
NOT IMPORTANT "1"	50 16.6%	2 6.7%	23 21.3%	17 21.3%	1 6.3%	15 24.2%	2 5.0%	6 14.0%	4 10.8%	
NO ANSWER	15	3	5	5		2	2	2	3	
BASE	301	30	108	80	16	62	40	43	37	3
MEAN	2.17	2.43	2.10	2.03	2.38	2.07	2.43	2.28	2.30	2.33
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.1%	16 100.1%	64 100.0%	42 100.0%	45 100.1%	40 99.9%	3 100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY:
NON-COMPETITIVE U.S. LABOR COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	304	30	110	80	15	61	41	43	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	192	19	67	53	10	42	24	31	25	1
"3"	63.2%	63.3%	60.9%	66.3%	66.7%	68.9%	58.5%	72.1%	65.8%	33.3%
MODERATELY IMPORTANT	100	9	41	25	5	15	15	11	13	2
"2"	32.9%	30.0%	37.3%	31.3%	33.3%	24.6%	36.6%	25.6%	34.2%	66.7%
NOT IMPORTANT	12	2	2	2		4	2	1		
"1"	3.9%	6.7%	1.8%	2.5%		6.6%	4.9%	2.3%		
NO ANSWER	12	3	3	5	1	3	1	2	2	
BASE	304	30	110	80	15	61	41	43	38	3
MEAN	2.59	2.57	2.59	2.64	2.67	2.62	2.54	2.70	2.66	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.1%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
CONSUMER ACCEPTANCE OF IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	303 100.0%	29 100.0%	109 100.0%	81 100.0%	16 100.0%	62 100.0%	41 100.0%	42 100.0%	38 100.0%	3 100.0%
VERY IMPORTANT "3"	158 52.1%	17 58.6%	54 49.5%	47 58.0%	10 62.5%	29 46.8%	20 48.8%	27 64.3%	21 55.3%	2 66.7%
MODERATELY IMPORTANT "2"	123 40.6%	11 37.9%	45 41.3%	28 34.6%	6 37.5%	28 45.2%	19 46.3%	13 31.0%	14 36.8%	1 33.3%
NOT IMPORTANT "1"	22 7.3%	1 3.4%	10 9.2%	6 7.4%		5 8.1%	2 4.9%	2 4.8%	3 7.9%	
NO ANSWER	13	4	4	4		2	1	3	2	
BASE	303	29	109	81	16	62	41	42	38	3
MEAN	2.45	2.55	2.40	2.51	2.63	2.39	2.44	2.60	2.47	2.67
SIGMA	316 100.0%	33 99.9%	113 100.0%	85 100.0%	16 100.0%	64 100.1%	42 100.0%	45 100.1%	40 100.0%	3 100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS
IN THE CONSUMER HARDLINES INDUSTRY:
UNFAIR FOREIGN TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	303	30	109	81	16	60	41	43	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT	156	16	52	45	8	29	19	19	15	1
"3"	51.5%	53.3%	47.7%	55.6%	50.0%	48.3%	46.3%	44.2%	38.5%	33.3%
MODERATELY IMPORTANT	117	13	44	27	6	25	20	21	19	2
"2"	38.6%	43.3%	40.4%	33.3%	37.5%	41.7%	48.8%	48.8%	48.7%	66.7%
NOT IMPORTANT	30	1	13	9	2	6	2	3	5	
"1"	9.9%	3.3%	11.9%	11.1%	12.5%	10.0%	4.9%	7.0%	12.8%	
NO ANSWER	13	3	4	4		4	1	2	1	
BASE	303	30	109	81	16	60	41	43	39	3
MEAN	2.42	2.50	2.36	2.44	2.38	2.38	2.42	2.37	2.26	2.33
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	99.9%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.17- ASSESSMENT OF REASONS FOR INCREASE IN IMPORTS IN THE CONSUMER HARDLINES INDUSTRY: CUSTOMER'S LACK OF UNDERSTANDING OF TOTAL PROCUREMENT COSTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	296 100.0%	28 100.0%	108 100.0%	77 100.0%	16 100.0%	61 100.0%	41 100.0%	40 100.0%	39 100.0%	3 100.0%
VERY IMPORTANT "3"	85 28.7%	6 21.4%	38 35.2%	24 31.2%	2 12.5%	19 31.1%	10 24.4%	12 30.0%	13 33.3%	1 33.3%
MODERATELY IMPORTANT "2"	116 39.2%	9 32.1%	36 33.3%	34 44.2%	11 68.8%	26 42.6%	16 39.0%	14 35.0%	12 30.8%	2 66.7%
NOT IMPORTANT "1"	95 32.1%	13 46.4%	34 31.5%	19 24.7%	3 18.8%	16 26.2%	15 36.6%	14 35.0%	14 35.9%	
NO ANSWER	20	5	5	8		3	1	5	1	
BASE	296	28	108	77	16	61	41	40	39	3
MEAN	1.97	1.75	2.04	2.07	1.94	2.05	1.88	1.95	1.97	2.33
SIGMA	316 100.0%	33 99.9%	113 100.0%	85 100.1%	16 100.1%	64 99.9%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
NEW TRADE NEGOTIATIONS AUTHORITY FOR THE PRESIDENT

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	311	33	110	84	16	63	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	170	16	49	52	8	34	27	21	22	
	54.7%	48.5%	44.5%	61.9%	50.0%	54.0%	64.3%	46.7%	55.0%	
NO	38	8	17	6	1	9	4	8	3	
	12.2%	24.2%	15.5%	7.1%	6.3%	14.3%	9.5%	17.8%	7.5%	
UNSURE	103	9	44	26	7	20	11	16	15	3
	33.1%	27.3%	40.0%	31.0%	43.8%	31.7%	26.2%	35.6%	37.5%	100.0%
NO ANSWER	5		3	1		1				
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.1%	100.0%	100.0%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
MANDATORY RETALIATION FOR UNFAIR TRADE PRACTICES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	312 100.0%	33 100.0%	111 100.0%	84 100.0%	16 100.0%	63 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%
YES	182 58.3%	17 51.5%	64 57.7%	52 61.9%	9 56.3%	29 46.0%	24 57.1%	24 53.3%	17 42.5%	3 100.0%
NO	64 20.5%	9 27.3%	21 18.9%	17 20.2%	2 12.5%	19 30.2%	9 21.4%	11 24.4%	8 20.0%	
UNSURE	66 21.2%	7 21.2%	26 23.4%	15 17.9%	5 31.3%	15 23.8%	9 21.4%	10 22.2%	15 37.5%	
NO ANSWER	4		2	1		1				
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.1%	64 100.0%	42 99.9%	45 99.9%	40 100.0%	3 100.0%

TABLE 43

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
EXTENDED RELIEF FOR DOMESTIC INDUSTRIES INJURED BY IMPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	309 100.0%	32 100.0%	109 100.0%	83 100.0%	16 100.0%	63 100.0%	42 100.0%	44 100.0%	40 100.0%	3 100.0%
YES	54 17.5%	7 21.9%	24 22.0%	10 12.0%	3 18.8%	11 17.5%	5 11.9%	7 15.9%	3 7.5%	1 33.3%
NO	155 50.2%	18 56.3%	52 47.7%	43 51.8%	7 43.8%	32 50.8%	21 50.0%	23 52.3%	23 57.5%	2 66.7%
UNSURE	100 32.4%	7 21.9%	33 30.3%	30 36.1%	6 37.5%	20 31.7%	16 38.1%	14 31.8%	14 35.0%	
NO ANSWER	7	1	4	2		1		1		
SIGMA	316 100.1%	33 100.1%	113 100.0%	85 99.9%	16 100.1%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
MORE GENEROUS WORKER READJUSTMENT TRAINING PROGRAMS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	311	32	110	84	16	63	42	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	69	8	27	11	7	16	10	10	11	1
	22.2%	25.0%	24.5%	13.1%	43.8%	25.4%	23.8%	22.7%	27.5%	33.3%
NO	135	15	44	45	4	24	18	19	15	1
	43.4%	46.9%	40.0%	53.6%	25.0%	38.1%	42.9%	43.2%	37.5%	33.3%
UNSURE	107	9	39	28	5	23	14	15	14	1
	34.4%	28.1%	35.5%	33.3%	31.3%	36.5%	33.3%	34.1%	35.0%	33.3%
NO ANSWER	5	1	3	1		1		1		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	99.9%

Q.18- WHETHER FAVOR ENACTMENT OF PROVISION IN THE OMNIBUS TRADE BILL:
MANDATORY NOTICE FOR PLANT CLOSINGS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	311 100.0%	33 100.0%	110 100.0%	85 100.0%	16 100.0%	62 100.0%	42 100.0%	45 100.0%	39 100.0%	3 100.0%
YES	38 12.2%	5 15.2%	14 12.7%	5 5.9%	3 18.8%	9 14.5%	9 21.4%	5 11.1%	6 15.4%	
NO	229 73.6%	22 66.7%	77 70.0%	71 83.5%	11 68.8%	41 66.1%	30 71.4%	32 71.1%	27 69.2%	2 66.7%
UNSURE	44 14.1%	6 18.2%	19 17.3%	9 10.6%	2 12.5%	12 19.4%	3 7.1%	8 17.8%	6 15.4%	1 33.3%
NO ANSWER	5		3			2			1	
SIGMA	316 99.9%	33 100.1%	113 100.0%	85 100.0%	16 100.1%	64 100.0%	42 99.9%	45 100.0%	40 100.0%	3 100.0%

Q.19- DO YOU FORECAST A CHANGE DURING 1988 IN HOW IMPORTS AFFECT COMPANY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	315 100.0%	33 100.0%	113 100.0%	84 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%
YES	138 43.8%	6 18.2%	57 50.4%	37 44.0%	6 37.5%	35 54.7%	13 31.0%	16 35.6%	20 50.0%	1 33.3%
NO	177 56.2%	27 81.8%	56 49.6%	47 56.0%	10 62.5%	29 45.3%	29 69.0%	29 64.4%	20 50.0%	2 66.7%
NO ANSWER	1			1						
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.20- DOES COMPANY CURRENTLY EXPORT?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	314 100.0%	32 100.0%	111 100.0%	84 100.0%	16 100.0%	63 100.0%	42 100.0%	44 100.0%	40 100.0%	3 100.0%
YES	252 80.3%	23 71.9%	88 79.3%	75 89.3%	14 87.5%	50 79.4%	30 71.4%	39 88.6%	31 77.5%	3 100.0%
NO	62 19.7%	9 28.1%	23 20.7%	9 10.7%	2 12.5%	13 20.6%	12 28.6%	5 11.4%	9 22.5%	
NO ANSWER	2	1	2	1		1		1		
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.20- PERCENTAGE OF FIRM'S TOTAL DOLLAR SALES FROM EXPORTS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	241 100.0%	23 100.0%	85 100.0%	71 100.0%	14 100.0%	47 100.0%	27 100.0%	37 100.0%	31 100.0%	3 100.0%
1%-4%	119 49.4%	11 47.8%	43 50.6%	30 42.3%	7 50.0%	22 46.8%	11 40.7%	24 64.9%	14 45.2%	1 33.3%
5%-9%	70 29.0%	4 17.4%	28 32.9%	21 29.6%	5 35.7%	11 23.4%	8 29.6%	7 18.9%	9 29.0%	2 66.7%
10%-14%	33 13.7%	5 21.7%	8 9.4%	10 14.1%	1 7.1%	11 23.4%	8 29.6%	4 10.8%	6 19.4%	
15%-19%	6 2.5%		1 1.2%	2 2.8%				1 2.7%	2 6.5%	
20%-29%	9 3.7%	2 8.7%	4 4.7%	6 8.5%	1 7.1%	2 4.3%				
30%-39%	2 .8%	1 4.3%		1 1.4%				1 2.7%		
40%-49%	1 .4%		1 1.2%							
50%-74%	1 .4%			1 1.4%		1 2.1%				
NO ANSWER	11		3	4		3	3	2		
BASE MEAN	241 6.04	23 6.91	85 5.41	71 7.89	14 5.43	47 6.85	27 5.67	37 4.81	31 5.74	3 5.00
SIGMA	252 99.9%	23 99.9%	88 100.0%	75 100.1%	14 99.9%	50 100.0%	30 99.9%	39 100.0%	31 100.1%	3 100.0%

Q.21- IS COMPANY FORECASTING HIGHER EXPORT SALES IN 1988?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	300 100.0%	31 100.0%	105 100.0%	82 100.0%	15 100.0%	63 100.0%	41 100.0%	43 100.0%	40 100.0%	3 100.0%
YES	182 60.7%	14 45.2%	58 55.2%	62 75.6%	12 80.0%	39 61.9%	23 56.1%	29 67.4%	26 65.0%	2 66.7%
NO	118 39.3%	17 54.8%	47 44.8%	20 24.4%	3 20.0%	24 38.1%	18 43.9%	14 32.6%	14 35.0%	1 33.3%
NO ANSWER	16	2	8	3	1	1	1	2		
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.21- ESTIMATE OF PERCENTAGE INCREASE OF THESE SALES

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	175 100.0%	14 100.0%	56 100.0%	58 100.0%	11 100.0%	37 100.0%	23 100.0%	29 100.0%	24 100.0%	2 100.0%
1%-4%	16 9.1%	1 7.1%	6 10.7%	2 3.4%	1 9.1%	3 8.1%	2 8.7%	6 20.7%	3 12.5%	
5%-9%	28 16.0%	3 21.4%	9 16.1%	5 8.6%	1 9.1%	8 21.6%	2 8.7%	5 17.2%	1 4.2%	1 50.0%
10%-14%	62 35.4%	6 42.9%	25 44.6%	22 37.9%	4 36.4%	12 32.4%	6 26.1%	12 41.4%	13 54.2%	1 50.0%
15%-19%	10 5.7%		2 3.6%	7 12.1%		1 2.7%	2 8.7%	1 3.4%		
20%-29%	24 13.7%		6 10.7%	8 13.8%	1 9.1%	4 10.8%	5 21.7%	1 3.4%	4 16.7%	
30%-39%	10 5.7%	1 7.1%	2 3.6%	5 8.6%	2 18.2%	3 8.1%	2 8.7%	1 3.4%	1 4.2%	
40%-49%	2 1.1%		1 1.8%	1 1.7%						
50%-74%	13 7.4%	2 14.3%	2 3.6%	4 6.9%		2 5.4%	1 4.3%	3 10.3%	2 8.3%	
100%	10 5.7%	1 7.1%	3 5.4%	4 6.9%	2 18.2%	4 10.8%	3 13.0%			
NO ANSWER	7		2	4	1	2			2	
BASE MEAN	175 20.35	14 22.43	56 17.54	58 22.86	11 29.91	37 23.78	23 27.30	29 13.24	24 15.17	2 7.50
SIGMA	182 99.8%	14 99.9%	58 100.1%	62 99.9%	12 100.1%	39 99.9%	23 99.9%	29 99.8%	26 100.1%	2 100.0%

Q.22- TREND OF COMPNAY'S EXPORT SALES IN 1987 COMPARED WITH PREVIOUS YEAR

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	260 100.0%	26 100.0%	91 100.0%	76 100.0%	15 100.0%	55 100.0%	31 100.0%	41 100.0%	33 100.0%	3 100.0%
SIGNIFICANT INCREASE	47 18.1%	4 15.4%	10 11.0%	16 21.1%	3 20.0%	6 10.9%	10 32.3%	5 12.2%	4 12.1%	
SLIGHT INCREASE	113 43.5%	11 42.3%	39 42.9%	36 47.4%	4 26.7%	27 49.1%	11 35.5%	20 48.8%	17 51.5%	2 66.7%
STABLE	63 24.2%	7 26.9%	24 26.4%	15 19.7%	7 46.7%	15 27.3%	7 22.6%	10 24.4%	8 24.2%	1 33.3%
SMALL DECLINE	25 9.6%	4 15.4%	14 15.4%	6 7.9%	1 6.7%	5 9.1%	2 6.5%	2 4.9%	2 6.1%	
SIGNIFICANT DECLINE	12 4.6%		4 4.4%	3 3.9%		2 3.6%	1 3.2%	4 9.8%	2 6.1%	
NO ANSWER	56	7	22	9	1	9	11	4	7	
SIGMA	316 100.0%	33 100.0%	113 100.1%	85 100.0%	16 100.1%	64 100.0%	42 100.1%	45 100.1%	40 100.0%	3 100.0%

Q.23- COUNTRIES WHOSE EXPORTS ARE THE TOUGHEST FOREIGN COMPETITION FOR COMPANY

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	233 100.0%	16 100.0%	92 100.0%	69 100.0%	11 100.0%	46 100.0%	26 100.0%	27 100.0%	31 100.0%	3 100.0%
TAIWAN	170 73.0%	9 56.3%	70 76.1%	54 78.3%	8 72.7%	33 71.7%	16 61.5%	18 66.7%	24 77.4%	2 66.7%
KOREA	108 46.4%	7 43.8%	45 48.9%	31 44.9%	8 72.7%	16 34.8%	16 61.5%	10 37.0%	12 38.7%	1 33.3%
JAPAN	91 39.1%	4 25.0%	27 29.3%	40 58.0%	7 63.6%	14 30.4%	10 38.5%	11 40.7%	9 29.0%	2 66.7%
CHINA	47 20.2%	2 12.5%	27 29.3%	15 21.7%	1 9.1%	10 21.7%	3 11.5%	6 22.2%	4 12.9%	
HONG KONG	31 13.3%	1 6.3%	15 16.3%	10 14.5%	2 18.2%	6 13.0%	3 11.5%	2 7.4%	6 19.4%	
GERMANY	31 13.3%	1 6.3%	8 8.7%	9 13.0%	2 18.2%	8 17.4%	7 26.9%	4 14.8%	3 9.7%	
ITALY	23 9.9%	1 6.3%	9 9.8%	3 4.3%	1 9.1%	5 10.9%	2 7.7%	5 18.5%	5 16.1%	1 33.3%
MEXICO	22 9.4%	6 37.5%	4 4.3%	4 5.8%		4 8.7%	4 15.4%	4 14.8%	3 9.7%	
BRAZIL	18 7.7%	1 6.3%	7 7.6%	4 5.8%	1 9.1%	6 13.0%	3 11.5%	2 7.4%	3 9.7%	
ALL OTHER	69 29.6%	8 50.0%	27 29.3%	20 29.0%	2 18.2%	14 30.4%	6 23.1%	7 25.9%	8 25.8%	1 33.3%
NO ANSWER	83	17	21	16	5	18	16	18	9	
SIGMA	693 261.9%	57 250.3%	260 259.6%	206 275.3%	37 290.9%	134 252.0%	86 269.1%	87 255.4%	86 248.4%	7 233.3%

Q.24- PERCENTAGE OF EXPORT SALES MADE TO CANADA

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	248 100.0%	24 100.0%	92 100.0%	69 100.0%	12 100.0%	49 100.0%	32 100.0%	37 100.0%	29 100.0%	2 100.0%
0%	64 25.8%	12 50.0%	26 28.3%	8 11.6%	2 16.7%	13 26.5%	14 43.8%	12 32.4%	9 31.0%	
1%-4%	43 17.3%	3 12.5%	19 20.7%	8 11.6%	4 33.3%	9 18.4%	2 6.3%	7 18.9%	5 17.2%	
5%-9%	21 8.5%	2 8.3%	6 6.5%	6 8.7%	1 8.3%	4 8.2%	3 9.4%	5 13.5%	3 10.3%	1 50.0%
10%-14%	14 5.6%	2 8.3%	1 1.1%	7 10.1%		2 4.1%	1 3.1%		1 3.4%	
15%-19%	8 3.2%	1 4.2%	3 3.3%	3 4.3%	1 8.3%	2 4.1%		2 5.4%	1 3.4%	
20%-29%	18 7.3%		6 6.5%	7 10.1%	2 16.7%	2 4.1%	5 15.6%	1 2.7%	2 6.9%	
30%-39%	11 4.4%		3 3.3%	7 10.1%		1 2.0%	2 6.3%	2 5.4%		
40%-49%	3 1.2%		1 1.1%	2 2.9%		2 4.1%			1 3.4%	
50%-74%	24 9.7%	2 8.3%	10 10.9%	6 8.7%		3 6.1%	5 15.6%	1 2.7%	3 10.3%	1 50.0%
75%-99%	26 10.5%	1 4.2%	12 13.0%	9 13.0%	1 8.3%	7 14.3%		5 13.5%	3 10.3%	
100%	16 6.5%	1 4.2%	5 5.4%	6 8.7%	1 8.3%	4 8.2%		2 5.4%	1 3.4%	
NO ANSWER	68	9	21	16	4	15	10	8	11	1
BASE MEAN	248 25.75	24 13.88	92 26.67	69 33.97	12 22.08	49 27.86	32 14.03	37 21.65	29 21.86	2 28.00

(CONTINUED...)

TABLE 53-1

Q.24- PERCENTAGE OF EXPORT SALES MADE TO CANADA

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.1%	99.8%	99.9%	100.1%	100.1%	99.9%	99.6%	100.0%

TABLE 54

Q.25- PERCENTAGE OF COMPANY'S RAW MATERIALS ARE PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	240 100.0%	25 100.0%	86 100.0%	66 100.0%	14 100.0%	47 100.0%	35 100.0%	35 100.0%	33 100.0%	1 100.0%
0%	120 50.0%	17 68.0%	44 51.2%	27 40.9%	9 64.3%	25 53.2%	22 62.9%	12 34.3%	15 45.5%	
1%-4%	29 12.1%		9 10.5%	11 16.7%	1 7.1%	5 10.6%	2 5.7%	4 11.4%	4 12.1%	1 100.0%
5%-9%	28 11.7%	2 8.0%	11 12.8%	8 12.1%	1 7.1%	4 8.5%	4 11.4%	5 14.3%	2 6.1%	
10%-14%	22 9.2%	2 8.0%	6 7.0%	9 13.6%	1 7.1%	5 10.6%	3 8.6%	7 20.0%	1 3.0%	
15%-19%	4 1.7%		2 2.3%		1 7.1%		1 2.9%	1 2.9%	1 3.0%	
20%-29%	18 7.5%	3 12.0%	9 10.5%	6 9.1%		3 6.4%	1 2.9%	1 2.9%	6 18.2%	
30%-39%	8 3.3%		1 1.2%	3 4.5%		2 4.3%	1 2.9%	1 2.9%		
40%-49%	4 1.7%		2 2.3%				1 2.9%	1 2.9%	2 6.1%	
50%-74%	5 2.1%		2 2.3%	2 3.0%	1 7.1%	3 6.4%		1 2.9%	2 6.1%	
75%-99%	2 .8%	1 4.0%						2 5.7%		
NO ANSWER	76	8	27	19	2	17	7	10	7	2
BASE MEAN	240 7.08	25 7.04	86 6.70	66 7.21	14 5.79	47 7.60	35 4.71	35 12.29	33 10.94	1 4.00
SIGMA	316 100.1%	33 100.0%	113 100.1%	85 99.9%	16 99.8%	64 100.0%	42 100.2%	45 100.2%	40 100.1%	3 100.0%

TABLE 55

Q.25- PERCENTAGE OF COMPANY'S COMPONENTS
ARE PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER- IALS	HARD- WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB- ING/ ELEC.	PAINT/ SUN- DRIES	HOUSE- WARE	NO- ANSWER
TOTAL ANSWERING	232 100.0%	25 100.0%	82 100.0%	63 100.0%	15 100.0%	48 100.0%	36 100.0%	33 100.0%	32 100.0%	1 100.0%
0%	106 45.7%	18 72.0%	40 48.8%	19 30.2%	6 40.0%	18 37.5%	15 41.7%	24 72.7%	13 40.6%	
1%-4%	37 15.9%	2 8.0%	15 18.3%	18 28.6%	2 13.3%	6 12.5%	4 11.1%	3 9.1%	4 12.5%	
5%-9%	35 15.1%	1 4.0%	10 12.2%	12 19.0%	1 6.7%	10 20.8%	6 16.7%	4 12.1%	6 18.8%	1 100.0%
10%-14%	22 9.5%		4 4.9%	6 9.5%	3 20.0%	8 16.7%	6 16.7%		4 12.5%	
15%-19%	9 3.9%		5 6.1%	1 1.6%		1 2.1%	1 2.8%		2 6.3%	
20%-29%	7 3.0%	2 8.0%	1 1.2%	1 1.6%		1 2.1%	2 5.6%	2 6.1%	1 3.1%	
30%-39%	8 3.4%		5 6.1%	2 3.2%	1 6.7%	2 4.2%	1 2.8%			
40%-49%	3 1.3%		1 1.2%	3 4.8%	2 13.3%	1 2.1%			1 3.1%	
50%-74%	3 1.3%	1 4.0%		1 1.6%		1 2.1%	1 2.8%		1 3.1%	
100%	2 .9%	1 4.0%	1 1.2%							
NO ANSWER	84	8	31	22	1	16	6	12	8	2
BASE	232	25	82	63	15	48	36	33	32	1
MEAN	6.51	8.00	6.29	7.06	10.33	7.54	6.81	2.03	7.16	5.00
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.1%	16 100.0%	64 100.1%	42 100.2%	45 100.0%	40 100.0%	3 100.0%

TABLE 56

Q.25- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS ARE PRODUCED OVERSEAS

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	249 100.0%	23 100.0%	88 100.0%	65 100.0%	14 100.0%	48 100.0%	37 100.0%	34 100.0%	33 100.0%	1 100.0%
0%	111 44.6%	14 60.9%	31 35.2%	27 41.5%	8 57.1%	24 50.0%	17 45.9%	19 55.9%	9 27.3%	
1%-4%	46 18.5%	3 13.0%	20 22.7%	12 18.5%	1 7.1%	5 10.4%	9 24.3%	7 20.6%	7 21.2%	
5%-9%	31 12.4%	2 8.7%	13 14.8%	10 15.4%	2 14.3%	5 10.4%	5 13.5%	5 14.7%	2 6.1%	
10%-14%	21 8.4%	2 8.7%	11 12.5%	4 6.2%	1 7.1%	5 10.4%		1 2.9%	7 21.2%	
15%-19%	8 3.2%		3 3.4%	1 1.5%	1 7.1%	2 4.2%	2 5.4%		2 6.1%	
20%-29%	12 4.8%		5 5.7%	4 6.2%		1 2.1%	1 2.7%	2 5.9%	1 3.0%	1 100.0%
30%-39%	3 1.2%			2 3.1%		1 2.1%			1 3.0%	
40%-49%	4 1.6%			3 4.6%	1 7.1%	2 4.2%			2 6.1%	
50%-74%	8 3.2%	1 4.3%	2 2.3%	2 3.1%		3 6.3%	2 5.4%		1 3.0%	
75%-99%	3 1.2%		2 2.3%				1 2.7%		1 3.0%	
100%	2 .8%	1 4.3%	1 1.1%							
NO ANSWER	67	10	25	20	2	16	5	11	7	2

(CONTINUED...)

Q.25- PERCENTAGE OF COMPANY'S FINISHED PRODUCTS
ARE PRODUCED OVERSEAS

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
BASE	249	23	88	65	14	48	37	34	33	1
MEAN	8.09	8.00	8.50	8.28	5.79	9.02	8.11	2.68	12.61	20.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	99.9%	99.9%	100.0%	100.1%	99.8%	100.1%	99.9%	100.0%	100.0%	100.0%

Q.26- IF U.S. - CANADIAN FREE TRADE TREATY IS RATIFIED,
WOULD ANTICIPATE AN INCREASE IN SALES TO CANADA?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	297	29	104	83	15	60	39	41	39	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	230	19	81	71	12	49	25	29	31	2
	77.4%	65.5%	77.9%	85.5%	80.0%	81.7%	64.1%	70.7%	79.5%	66.7%
NO	67	10	23	12	3	11	14	12	8	1
	22.6%	34.5%	22.1%	14.5%	20.0%	18.3%	35.9%	29.3%	20.5%	33.3%
NO ANSWER	19	4	9	2	1	4	3	4	1	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.27- HAS YOUR COMPANY INITIATED LEGAL ACTION TO STOP AN INFRINGEMENT OF A DESIGN PATENT, UTILITY PATENT, TRADEMARK, OR COPYRIGHT BY A FOREIGN MANUFACTURER IN 1987?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	310	32	112	82	16	62	41	43	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	44	1	16	20	3	8	2	7	12	1
	14.2%	3.1%	14.3%	24.4%	18.8%	12.9%	4.9%	16.3%	30.0%	33.3%
NO	266	31	96	62	13	54	39	36	28	2
	85.8%	96.9%	85.7%	75.6%	81.3%	87.1%	95.1%	83.7%	70.0%	66.7%
NO ANSWER	6	1	1	3		2	1	2		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.28- HAS YOUR COMPANY EVER REQUESTED THE CUSTOMS SERVICE TO INSPECT AND/OR SEIZE A SHIPMENT OF GOODS WHICH IT BELIEVED INFRINGED ON ITS TRADEMARK OR PATENTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	311	33	112	83	16	63	41	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	38	1	11	12	2	11	5	2	6	2
	12.2%	3.0%	9.8%	14.5%	12.5%	17.5%	12.2%	4.5%	15.0%	66.7%
NO	273	32	101	71	14	52	36	42	34	1
	87.8%	97.0%	90.2%	85.5%	87.5%	82.5%	87.8%	95.5%	85.0%	33.3%
NO ANSWER	5		1	2		1	1	1		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.29- FROM YOUR OWN EXPERIENCE, IS THE LAW WHICH REQUIRES IMPORTED FINISHED PRODUCTS TO BE CONSPICUOUSLY MARKED WITH THEIR COUNTRY OF ORIGIN BEING ADEQUATELY ENFORCED BY THE U.S. CUSTOMS SERVICE?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	286	29	107	79	15	59	37	38	35	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	86	10	34	25	3	20	11	10	13	
	30.1%	34.5%	31.8%	31.6%	20.0%	33.9%	29.7%	26.3%	37.1%	
NO	200	19	73	54	12	39	26	28	22	3
	69.9%	65.5%	68.2%	68.4%	80.0%	66.1%	70.3%	73.7%	62.9%	100.0%
NO ANSWER	30	4	6	6	1	5	5	7	5	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.30- DOES COMPANY PLACE "MADE IN U.S.A."
OR SIMILAR DESIGNATION ON ITS "PRODUCTS"
PRODUCED IN THIS COUNTRY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	307 100.0%	33 100.0%	112 100.0%	85 100.0%	16 100.0%	61 100.0%	37 100.0%	43 100.0%	37 100.0%	3 100.0%
YES	188 61.2%	10 30.3%	61 54.5%	73 85.9%	13 81.3%	36 59.0%	17 45.9%	26 60.5%	26 70.3%	1 33.3%
NO	119 38.8%	23 69.7%	51 45.5%	12 14.1%	3 18.8%	25 41.0%	20 54.1%	17 39.5%	11 29.7%	2 66.7%
NO ANSWER	9		1			3	5	2	3	
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.1%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.30- DOES COMPANY PLACE "MADE IN U.S.A."
OR SIMILAR DESIGNATION ON ITS "PACKAGING"
PRODUCED IN THIS COUNTRY?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	305	33	111	81	16	62	40	43	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	240	20	88	72	13	47	30	30	30	2
	78.7%	60.6%	79.3%	88.9%	81.3%	75.8%	75.0%	69.8%	78.9%	66.7%
NO	65	13	23	9	3	15	10	13	8	1
	21.3%	39.4%	20.7%	11.1%	18.8%	24.2%	25.0%	30.2%	21.1%	33.3%
NO ANSWER	11		2	4		2	2	2	2	
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.1%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.31- HAS COMPANY OBTAINED ANY EVIDENCE WHICH SUGGESTS THAT FOREIGN MANUFACTURERS OR U.S. DISTRIBUTORS MAY BE PLACING FALSE COUNTRY-OF-ORIGIN DESIGNATIONS ON IMPORTED PRODUCTS?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	303	29	109	85	16	62	37	43	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
YES	57	3	20	23	4	9	5	8	5	1
	18.8%	10.3%	18.3%	27.1%	25.0%	14.5%	13.5%	18.6%	12.5%	33.3%
NO	246	26	89	62	12	53	32	35	35	2
	81.2%	89.7%	81.7%	72.9%	75.0%	85.5%	86.5%	81.4%	87.5%	66.7%
NO ANSWER	13	4	4			2	5	2		
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Q.32- HAVE YOUR COMPANY'S PRODUCT LIABILITY INSURANCE PREMIUMS INCREASED OVER THE PAST YEAR?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	299	33	106	80	15	61	37	44	38	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
INCREASED	190	20	68	50	9	40	24	31	23	2
	63.5%	60.6%	64.2%	62.5%	60.0%	65.6%	64.9%	70.5%	60.5%	66.7%
DECREASED	22	2	6	5	2	4	6	2	3	1
	7.4%	6.1%	5.7%	6.3%	13.3%	6.6%	16.2%	4.5%	7.9%	33.3%
STAYED THE SAME	87	11	32	25	4	17	7	11	12	
	29.1%	33.3%	30.2%	31.3%	26.7%	27.9%	18.9%	25.0%	31.6%	
NO ANSWER	17		7	5	1	3	5	1	2	
SIGMA	615	66	219	165	31	125	79	89	78	6
	200.0%	200.0%	200.1%	200.1%	200.0%	200.1%	200.0%	200.0%	200.0%	200.0%

Q.32- ESTIMATE THE PERCENTAGE OF INCREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	150	15	51	41	7	32	19	26	19	2
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
1%-4%	3		2	1	1					
	2.0%		3.9%	2.4%	14.3%					
5%-9%	15	2	6	1			2	4	3	1
	10.0%	13.3%	11.8%	2.4%			10.5%	15.4%	15.8%	50.0%
10%-14%	32	5	11	6	2	9	3	7	3	1
	21.3%	33.3%	21.6%	14.6%	28.6%	28.1%	15.8%	26.9%	15.8%	50.0%
15%-19%	15	2	4	5	1	2	2	2	3	
	10.0%	13.3%	7.8%	12.2%	14.3%	6.3%	10.5%	7.7%	15.8%	
20%-29%	33	2	13	13	1	5	4	2	4	
	22.0%	13.3%	25.5%	31.7%	14.3%	15.6%	21.1%	7.7%	21.1%	
30%-39%	10	1	4	2		2		3	2	
	6.7%	6.7%	7.8%	4.9%		6.3%		11.5%	10.5%	
40%-49%	8		1	3	1	1	2	2		
	5.3%		2.0%	7.3%	14.3%	3.1%	10.5%	7.7%		
50%-74%	13	2	6	4		3	1	3	3	
	8.7%	13.3%	11.8%	9.8%		9.4%	5.3%	11.5%	15.8%	
75%-99%	2		1	1		1				
	1.3%		2.0%	2.4%		3.1%				
100%	19	1	3	5	1	9	5	3	1	
	12.7%	6.7%	5.9%	12.2%	14.3%	28.1%	26.3%	11.5%	5.3%	
NO ANSWER	40	5	17	9	2	8	5	5	4	
BASE	150	15	51	41	7	32	19	26	19	2
MEAN	31.66	24.80	26.14	34.20	28.29	45.97	42.11	30.54	26.26	7.50
SIGMA	190	20	68	50	9	40	24	31	23	2
	100.0%	99.9%	100.1%	99.9%	100.1%	100.0%	100.0%	99.9%	100.1%	100.0%

Q.32- ESTIMATE THE PERCENTAGE OF DECREASE

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	19 100.0%	1 100.0%	5 100.0%	5 100.0%	2 100.0%	3 100.0%	5 100.0%	1 100.0%	3 100.0%	1 100.0%
1%-4%	3 15.8%		2 40.0%		1 50.0%		1 20.0%			
5%-9%	4 21.1%	1 100.0%	3 60.0%	2 40.0%		1 33.3%		1 100.0%	1 33.3%	
10%-14%	2 10.5%						1 20.0%		1 33.3%	
15%-19%	1 5.3%									1 100.0%
20%-29%	3 15.8%			1 20.0%	1 50.0%		2 40.0%			
30%-39%	3 15.8%			1 20.0%		1 33.3%			1 33.3%	
40%-49%	2 10.5%					1 33.3%	1 20.0%			
100%	1 5.3%			1 20.0%						
NO ANSWER	3	1	1			1	1	1		
BASE	19	1	5	5	2	3	5	1	3	1
MEAN	21.32	8.00	4.40	32.60	11.50	25.00	18.60	8.00	16.67	15.00
SIGMA	22 100.1%	2 100.0%	6 100.0%	5 100.0%	2 100.0%	4 99.9%	6 100.0%	2 100.0%	3 99.9%	1 100.0%

Q.33- HAS COMPANY EXPERIENCE DIFFICULTY
IN RENEWING THIS INSURANCE?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	300 100.0%	30 100.0%	109 100.0%	81 100.0%	16 100.0%	62 100.0%	35 100.0%	42 100.0%	40 100.0%	3 100.0%
YES	79 26.3%	11 36.7%	25 22.9%	21 25.9%	3 18.8%	16 25.8%	12 34.3%	15 35.7%	9 22.5%	2 66.7%
NO	221 73.7%	19 63.3%	84 77.1%	60 74.1%	13 81.3%	46 74.2%	23 65.7%	27 64.3%	31 77.5%	1 33.3%
NO ANSWER	16	3	4	4		2	7	3		
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.1%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.34- HAS COMPANY'S PRODUCT LIABILITY COVERAGE CHANGE IN 1987 - "COVERAGE"?

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	273 100.0%	29 100.0%	99 100.0%	74 100.0%	12 100.0%	57 100.0%	30 100.0%	37 100.0%	36 100.0%	3 100.0%
DECREASED	44 16.1%	5 17.2%	12 12.1%	12 16.2%	3 25.0%	12 21.1%	11 36.7%	6 16.2%	3 8.3%	
NO CHANGE	229 83.9%	24 82.8%	87 87.9%	62 83.8%	9 75.0%	45 78.9%	19 63.3%	31 83.8%	33 91.7%	3 100.0%
NO ANSWER	43	4	14	11	4	7	12	8	4	
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.34- HAS COMPANY'S PRODUCT LIABILITY COVERAGE
CHANGE IN 1987 - "AMOUNT OF DEDUCTIBLE"?

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	261 100.0%	28 100.0%	97 100.0%	68 100.0%	12 100.0%	51 100.0%	32 100.0%	37 100.0%	30 100.0%	2 100.0%
INCREASED	100 38.3%	11 39.3%	30 30.9%	24 35.3%	5 41.7%	22 43.1%	20 62.5%	17 45.9%	10 33.3%	1 50.0%
NO CHANGE	161 61.7%	17 60.7%	67 69.1%	44 64.7%	7 58.3%	29 56.9%	12 37.5%	20 54.1%	20 66.7%	1 50.0%
NO ANSWER	55	5	16	17	4	13	10	8	10	1
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO
DOMINATE LEGISLATIVE DEBATE IN 1988:
"PARENTAL AND DISABILITY LEAVE"

	TOTAL	PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
		BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	306 100.0%	32 100.0%	110 100.0%	82 100.0%	16 100.0%	61 100.0%	40 100.0%	44 100.0%	39 100.0%	3 100.0%
VERY IMPORTANT "3"	92 30.1%	6 18.8%	34 30.9%	33 40.2%	4 25.0%	19 31.1%	9 22.5%	14 31.8%	11 28.2%	2 66.7%
MODERATELY IMPORTANT "2"	131 42.8%	18 56.3%	45 40.9%	30 36.6%	6 37.5%	25 41.0%	16 40.0%	21 47.7%	16 41.0%	1 33.3%
NOT IMPORTANT "1"	66 21.6%	4 12.5%	26 23.6%	17 20.7%	6 37.5%	14 23.0%	11 27.5%	5 11.4%	9 23.1%	
NEED MORE INFORMATION	17 5.6%	4 12.5%	5 4.5%	2 2.4%		3 4.9%	4 10.0%	4 9.1%	3 7.7%	
NO ANSWER	10	1	3	3		3	2	1	1	
BASE	289	28	105	80	16	58	36	40	36	3
MEAN	2.09	2.07	2.08	2.20	1.88	2.09	1.94	2.23	2.06	2.67
SIGMA	316 100.1%	33 100.1%	113 99.9%	85 99.9%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988: "OCCUPATIONAL DISEASE NOTIFICATION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	306 100.0%	31 100.0%	111 100.0%	81 100.0%	16 100.0%	62 100.0%	40 100.0%	43 100.0%	40 100.0%	3 100.0%
VERY IMPORTANT "3"	93 30.4%	12 38.7%	34 30.6%	25 30.9%	3 18.8%	18 29.0%	12 30.0%	20 46.5%	8 20.0%	1 33.3%
MODERATELY IMPORTANT "2"	131 42.8%	11 35.5%	47 42.3%	39 48.1%	7 43.8%	25 40.3%	15 37.5%	14 32.6%	14 35.0%	2 66.7%
NOT IMPORTANT "1"	52 17.0%	4 12.9%	15 13.5%	12 14.8%	5 31.3%	12 19.4%	9 22.5%	5 11.6%	14 35.0%	
NEED MORE INFORMATION	30 9.8%	4 12.9%	15 13.5%	5 6.2%	1 6.3%	7 11.3%	4 10.0%	4 9.3%	4 10.0%	
NO ANSWER	10	2	2	4		2	2	2		
BASE	276	27	96	76	15	55	36	39	36	3
MEAN	2.15	2.30	2.20	2.17	1.87	2.11	2.08	2.39	1.83	2.33
SIGMA	316 100.0%	33 100.0%	113 99.9%	85 100.0%	16 100.2%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO DOMINATE LEGISLATIVE DEBATE IN 1988:
"INCREASE IN MINIMUM WAGE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	304 100.0%	32 100.0%	109 100.0%	81 100.0%	16 100.0%	61 100.0%	40 100.0%	44 100.0%	39 100.0%	3 100.0%
VERY IMPORTANT "3"	114 37.5%	14 43.8%	45 41.3%	29 35.8%	6 37.5%	24 39.3%	9 22.5%	20 45.5%	17 43.6%	
MODERATELY IMPORTANT "2"	94 30.9%	7 21.9%	32 29.4%	29 35.8%	6 37.5%	22 36.1%	14 35.0%	8 18.2%	14 35.9%	3 100.0%
NOT IMPORTANT "1"	86 28.3%	9 28.1%	31 28.4%	20 24.7%	4 25.0%	13 21.3%	15 37.5%	16 36.4%	7 17.9%	
NEED MORE INFORMATION	10 3.3%	2 6.3%	1 .9%	3 3.7%		2 3.3%	2 5.0%		1 2.6%	
NO ANSWER	12	1	4	4		3	2	1	1	
BASE	294	30	108	78	16	59	38	44	38	3
MEAN	2.10	2.17	2.13	2.12	2.13	2.19	1.84	2.09	2.26	2.00
SIGMA	316 100.0%	33 100.1%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.1%	40 100.0%	3 100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO
DOMINATE LEGISLATIVE DEBATE IN 1988:
"POLYGRAPH PROHIBITION"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	306	32	111	81	16	62	40	44	40	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
VERY IMPORTANT "3"	21	4	8	4		5		3	2	
	6.9%	12.5%	7.2%	4.9%		8.1%		6.8%	5.0%	
MODERATELY IMPORTANT "2"	40	5	14	9	3	7	5	8	2	
	13.1%	15.6%	12.6%	11.1%	18.8%	11.3%	12.5%	18.2%	5.0%	
NOT IMPORTANT "1"	200	19	75	55	13	35	29	27	26	3
	65.4%	59.4%	67.6%	67.9%	81.3%	56.5%	72.5%	61.4%	65.0%	100.0%
NEED MORE INFORMATION	45	4	14	13		15	6	6	10	
	14.7%	12.5%	12.6%	16.0%		24.2%	15.0%	13.6%	25.0%	
NO ANSWER	10	1	2	4		2	2	1		
BASE	261	28	97	68	16	47	34	38	30	3
MEAN	1.31	1.46	1.31	1.25	1.19	1.36	1.15	1.37	1.20	1.00
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.1%	100.0%	100.0%	99.9%	100.1%	100.1%	100.0%	100.0%	100.0%	100.0%

Q.35- ASSESSMENT OF YOUR INTEREST IN LABOR ISSUES PREDICTED TO
DOMINATE LEGISLATIVE DEBATE IN 1988:
"MANDATORY HEALTH INSURANCENCE"

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	307 100.0%	32 100.0%	111 100.0%	82 100.0%	16 100.0%	62 100.0%	40 100.0%	44 100.0%	40 100.0%	3 100.0%
VERY IMPORTANT "3"	163 53.1%	18 56.3%	59 53.2%	44 53.7%	6 37.5%	32 51.6%	21 52.5%	28 63.6%	18 45.0%	2 66.7%
MODERATELY IMPORTANT "2"	75 24.4%	8 25.0%	29 26.1%	20 24.4%	6 37.5%	12 19.4%	7 17.5%	11 25.0%	9 22.5%	
NOT IMPORTANT "1"	46 15.0%	3 9.4%	17 15.3%	11 13.4%	3 18.8%	12 19.4%	9 22.5%	2 4.5%	7 17.5%	1 33.3%
NEED MORE INFORMATION	23 7.5%	3 9.4%	6 5.4%	7 8.5%	1 6.3%	6 9.7%	3 7.5%	3 6.8%	6 15.0%	
NO ANSWER	9	1	2	3		2	2	1		
BASE	284	29	105	75	15	56	37	41	34	3
MEAN	2.41	2.52	2.40	2.44	2.20	2.36	2.32	2.63	2.32	2.33
SIGMA	316 100.0%	33 100.1%	113 100.0%	85 100.0%	16 100.1%	64 100.1%	42 100.0%	45 99.9%	40 100.0%	3 100.0%

TABLE 75

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
ECONOMIC ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	258 100.0%	26 100.0%	96 100.0%	69 100.0%	12 100.0%	56 100.0%	34 100.0%	34 100.0%	32 100.0%	3 100.0%
MOST IMPORTANT "5"	156 60.5%	18 69.2%	59 61.5%	45 65.2%	6 50.0%	35 62.5%	25 73.5%	21 61.8%	17 53.1%	
"4"	62 24.0%	6 23.1%	24 25.0%	10 14.5%	4 33.3%	14 25.0%	5 14.7%	8 23.5%	10 31.3%	2 66.7%
"3"	26 10.1%	1 3.8%	7 7.3%	8 11.6%	1 8.3%	4 7.1%	2 5.9%	4 11.8%	4 12.5%	1 33.3%
"2"	10 3.9%	1 3.8%	4 4.2%	4 5.8%	1 8.3%	1 1.8%	2 5.9%	1 2.9%		
LEAST IMPORTANT "1"	4 1.6%		2 2.1%	2 2.9%		2 3.6%			1 3.1%	
NO ANSWER	58	7	17	16	4	8	8	11	8	
BASE	258	26	96	69	12	56	34	34	32	3
MEAN	4.38	4.58	4.40	4.33	4.25	4.41	4.56	4.44	4.31	3.67
SIGMA	316 100.1%	33 99.9%	113 100.1%	85 100.0%	16 99.9%	64 100.0%	42 100.0%	45 100.0%	40 100.0%	3 100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
INTERNATIONAL TRADE ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATERIALS	HARDWARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMBING/ ELEC.	PAINT/ SUNDRIES	HOUSEWARE	NO-ANSWER
TOTAL ANSWERING	256 100.0%	25 100.0%	95 100.0%	68 100.0%	12 100.0%	55 100.0%	34 100.0%	33 100.0%	32 100.0%	3 100.0%
MOST IMPORTANT "5"	26 10.2%	1 4.0%	12 12.6%	6 8.8%	1 8.3%	4 7.3%	2 5.9%	1 3.0%	3 9.4%	1 33.3%
"4"	61 23.8%	5 20.0%	25 26.3%	18 26.5%	1 8.3%	13 23.6%	7 20.6%	3 9.1%	8 25.0%	
"3"	60 23.4%	7 28.0%	21 22.1%	18 26.5%	2 16.7%	16 29.1%	6 17.6%	9 27.3%	6 18.8%	
"2"	73 28.5%	6 24.0%	24 25.3%	14 20.6%	5 41.7%	17 30.9%	16 47.1%	14 42.4%	9 28.1%	2 66.7%
LEAST IMPORTANT "1"	36 14.1%	6 24.0%	13 13.7%	12 17.6%	3 25.0%	5 9.1%	3 8.8%	6 18.2%	6 18.8%	
NO ANSWER	60	8	18	17	4	9	8	12	8	
BASE	256	25	95	68	12	55	34	33	32	3
MEAN	2.88	2.56	2.99	2.88	2.33	2.89	2.68	2.36	2.78	3.00
SIGMA	316 100.0%	33 100.0%	113 100.0%	85 100.0%	16 100.0%	64 100.0%	42 100.0%	45 100.0%	40 100.1%	3 100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
PATENT/TRADEMARK/COPYRIGHT ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	256 100.0%	25 100.0%	95 100.0%	68 100.0%	12 100.0%	55 100.0%	34 100.0%	33 100.0%	32 100.0%	3 100.0%
MOST IMPORTANT "5"	3 1.2%			1 1.5%	1 8.3%	1 1.8%			1 3.1%	
"4"	6 2.3%		3 3.2%	2 2.9%	1 8.3%	2 3.6%	2 5.9%		1 3.1%	
"3"	29 11.3%	2 8.0%	13 13.7%	7 10.3%	1 8.3%	8 14.5%	3 8.8%		4 12.5%	
"2"	67 26.2%	8 32.0%	24 25.3%	21 30.9%	2 16.7%	12 21.8%	5 14.7%	11 33.3%	9 28.1%	
LEAST IMPORTANT "1"	151 59.0%	15 60.0%	55 57.9%	37 54.4%	7 58.3%	32 58.2%	24 70.6%	22 66.7%	17 53.1%	3 100.0%
NO ANSWER	60	8	18	17	4	9	8	12	8	
BASE	256	25	95	68	12	55	34	33	32	3
MEAN	1.61	1.48	1.62	1.66	1.92	1.69	1.50	1.33	1.75	1.00
SIGMA	316 100.0%	33 100.0%	113 100.1%	85 100.0%	16 99.9%	64 99.9%	42 100.0%	45 100.0%	40 99.9%	3 100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST CRITICAL TO BUSINESS IN 1988:
PRODUCT LIABILITY ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	258	26	96	69	12	56	34	34	32	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "5"	39	4	9	8	3	12	6	7	3	2
	15.1%	15.4%	9.4%	11.6%	25.0%	21.4%	17.6%	20.6%	9.4%	66.7%
"4"	65	9	20	19	4	14	13	10	4	1
	25.2%	34.6%	20.8%	27.5%	33.3%	25.0%	38.2%	29.4%	12.5%	33.3%
"3"	64	6	27	19	3	10	9	10	14	
	24.8%	23.1%	28.1%	27.5%	25.0%	17.9%	26.5%	29.4%	43.8%	
"2"	56	6	25	17	1	12	5	4	6	
	21.7%	23.1%	26.0%	24.6%	8.3%	21.4%	14.7%	11.8%	18.8%	
LEAST IMPORTANT "1"	34	1	15	6	1	8	1	3	5	
	13.2%	3.8%	15.6%	8.7%	8.3%	14.3%	2.9%	8.8%	15.6%	
NO ANSWER	58	7	17	16	4	8	8	11	8	
BASE	258	26	96	69	12	56	34	34	32	3
MEAN	3.07	3.35	2.82	3.09	3.58	3.18	3.53	3.41	2.81	4.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	99.9%	99.9%	99.9%	100.0%	99.9%	100.0%	100.1%	100.0%

ASSESSMENT OF IMPORTANCE ON ISSUES YOU FEEL MOST
CRITICAL TO BUSINESS IN 1988:
LABOR ISSUES

		PRODUCT LINE(S) MANUFACTURED BY YOUR FIRM								
	TOTAL	BLDG. MATER-IALS	HARD-WARE	HAND/ POWER TOOLS	AUTO/ TOYS/ SPORTS	LAWN/ GARDEN	PLUMB-ING/ ELEC.	PAINT/ SUN-DRIES	HOUSE-WARE	NO-ANSWER
TOTAL ANSWERING	257	26	96	69	12	56	34	34	31	3
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
MOST IMPORTANT "5"	34	3	16	9	1	4	1	5	8	
	13.2%	11.5%	16.7%	13.0%	8.3%	7.1%	2.9%	14.7%	25.8%	
"4"	64	6	24	20	2	13	7	13	9	
	24.9%	23.1%	25.0%	29.0%	16.7%	23.2%	20.6%	38.2%	29.0%	
"3"	79	10	28	17	5	18	14	11	4	2
	30.7%	38.5%	29.2%	24.6%	41.7%	32.1%	41.2%	32.4%	12.9%	66.7%
"2"	49	4	18	12	3	13	6	3	7	1
	19.1%	15.4%	18.8%	17.4%	25.0%	23.2%	17.6%	8.8%	22.6%	33.3%
LEAST IMPORTANT "1"	31	3	10	11	1	8	6	2	3	
	12.1%	11.5%	10.4%	15.9%	8.3%	14.3%	17.6%	5.9%	9.7%	
NO ANSWER	59	7	17	16	4	8	8	11	9	
BASE	257	26	96	69	12	56	34	34	31	3
MEAN	3.08	3.08	3.19	3.06	2.92	2.86	2.74	3.47	3.39	2.67
SIGMA	316	33	113	85	16	64	42	45	40	3
	100.0%	100.0%	100.1%	99.9%	100.0%	99.9%	99.9%	100.0%	100.0%	100.0%

American Hardware Manufacturers Association
931 N. Plum Grove Road
Schaumburg, IL 60173-4796
Phone (312) 885-1025
FAX (312) 885-9532